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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 92

JANUARY 12, 1935

Number 2



Dealers Hail New Turkey Pack

NEW YORK, N. Y.—Much jubilation was expressed among retailers here at the arrival of holiday supplies of turkeys in the newly perfected packings sponsored by the Department of Agriculture. Shipments of birds came through from Colorado, Utah and Nebraska in marvelous condition, to the delight of the receivers.

The features of the new method are as follows. A clever crate has been developed, the top of which is hinged and has open spaces between the slats for circulation of air. This crate is lined throughout with five sheets of 30 lb. printed Patapar. Birds are packed tightly together to eliminate bruising while in transit; and finally crates are stacked in the car with wooden strips under each end to provide for circulation of cold dry air all through the car. The brand illustrated in the photograph is White Mountain—sold exclu-

sively in the metropolitan area by Russell Whaley, Inc., 11 Harrison Street, New York City.

Among those to whom credit should be given for this development is Thomas W. Heitz, Room 2932, South Building, U. S. Dept. of Agriculture, Washington, D. C. He is cooperating actively with growers associations in 15 states and is heartily pleased with the finer standard of turkey that is coming through as a result. The railroads also report a marked decrease in spoilage and freight claims.

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The National Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 92

JANUARY 12, 1935

Number 2



Member



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KNOW

WHAT GOES ON IN YOUR SMOKEHOUSE

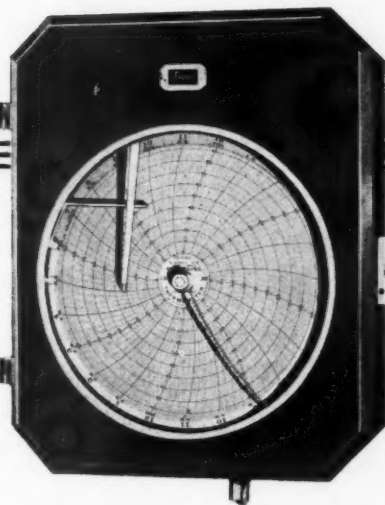
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This thermometer has been called the most practical, efficient and economically operated instrument ever designed for this special work. Its one-piece, die-cast aluminum case is dust-, moisture-, and fume-proof. The special armor for its tubing, and its 18-8 stainless steel bulb resist corrosive action. Every day the



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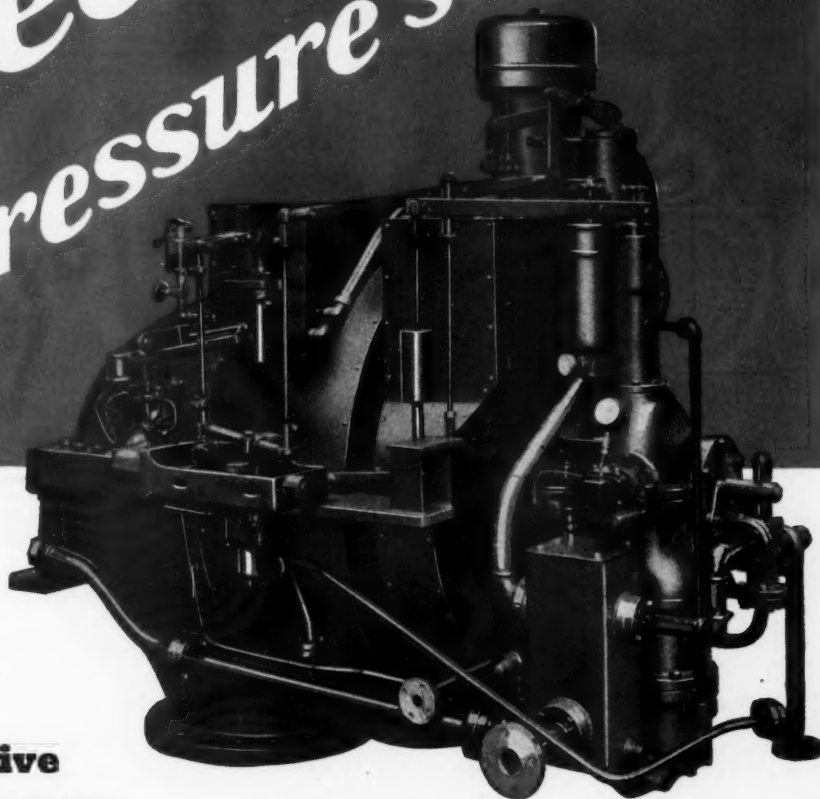
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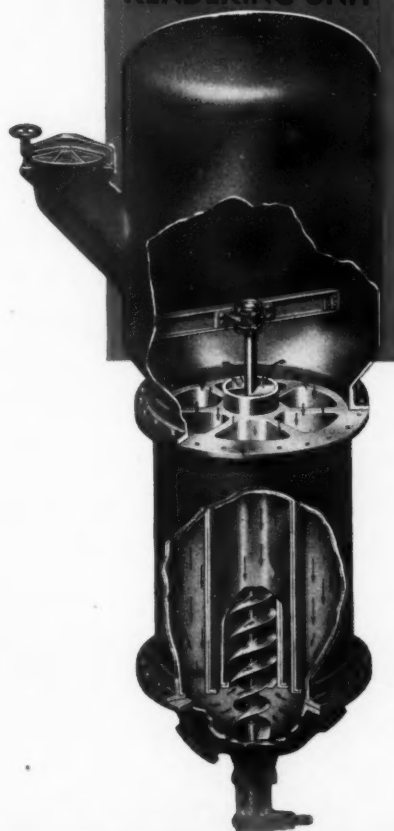
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CIRCULATING
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EQUIPMENT
UNEXCELLED
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EDIBLE or IN-
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Can be easily
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Pays 25% to 33 %
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HOW OUR LOW TEM-
PERATURE PROCESS

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Justify the installation re-
gardless of the Age of the
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Improve Color and Qual-
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lings.

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50%.

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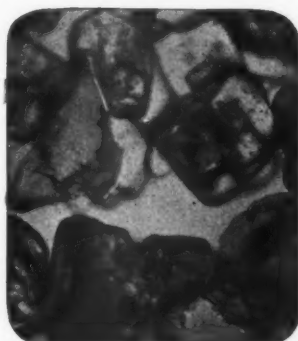
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"America's Perfect Cure"

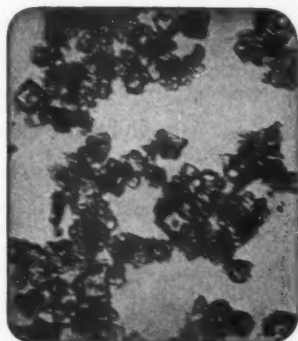
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We call your attention to an "Aged Flavor" in a "short time cure."



Meets B. A. I. Requirements



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Always Uniform

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SOLID CURING
CRYSTAL
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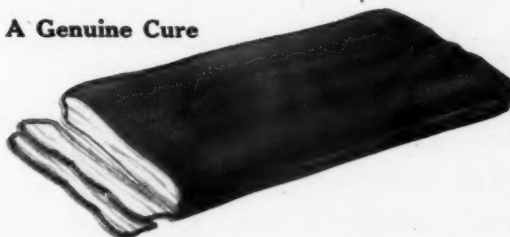
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of Dependable
Character



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Smoked Meat Sales

A Genuine Cure



A Choice Breakfast Bacon
A flavor that pleases. A color that holds. Ready 11½
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Examples

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Even hard wear will not damage delicate finishes as rapidly as improper soaps. Providing and maintaining fine finishes costs money—they should be protected.

LUSTRO SOAP is guaranteed not to harm the most delicate surface. It will restore the original finish, quickly and with the least effort.

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Examples

*Plated Metal
Painted or Plain Wood
Painted Walls & Floors
Polished Tile or Marble
etc., etc., etc.*

For certain cleaning jobs washing powder is best—and LIGHTHOUSE Washing Powder is preferred. It contains no abrasive or material which can scratch or mar the surface, yet it cleans thoroughly, efficiently, with less labor.

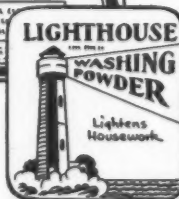
NOTE: Where some abrasive action is desired—as on plain metals, plain tiles, porcelain fixtures, etc., etc.—LIGHTHOUSE Cleanser should be used.

Greasy Surfaces

Examples

*Plant Floors
Cutting Tables
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Garage Floors
etc., etc., etc.*

Every packer is faced with the difficult task of keeping greasy surfaces clean and realizes the difficulties of the work. Wise packing plant executives use ROYAL Washing Powder which is almost straight alkali, but contains *just enough* soap to lightly lather on thin films of grease without becoming too soapy in heavy grease and increasing cleaning difficulties.



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1355 W. 31st Street, Chicago, Ill.

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

JANUARY 12, 1935

Does It Pay to Stick to Quality?

Packer Lost Trade When He Added No. 2 Sausage
Doubled Volume When He Went Back to No. 1

"QUALITY is remembered long after price is forgotten."

This is a fact one packer learned in connection with his sausage business. Urged by retail customers to make a product to meet competition, this packer added a No. 2 sausage to his line, designed to sell at a price.

As a result he reduced his total sausage volume instead of increasing it!

What was to be done? The decision was to go back to one grade—the quality grade. Not only was lost volume regained, but total volume increased!

Where a packer or sausage manufacturer has established a reputation for quality product, many consider it a questionable practice to manufacture a second grade.

Consumer Reaction to Sausage Grades

It is recognized that not all consumers can pay top price for sausage. It is also recognized that a tasty and wholesome sausage can be made to sell at a price. However, consumers accustomed to a top grade would rather have less of this grade, if a reduced budget demands it, than more quantity and a less desirable product.

In practically every sales area there are markets catering to every level of buying power.

There is the market that supplies the buyer who demands quality with little attention to price, so long as this is reasonably in line; there is the market catering to a large class of buyers of medium income who, while they must watch their pennies, are willing to pay a fair price for good quality.

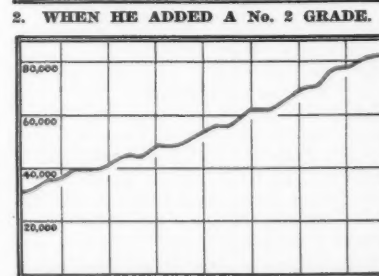
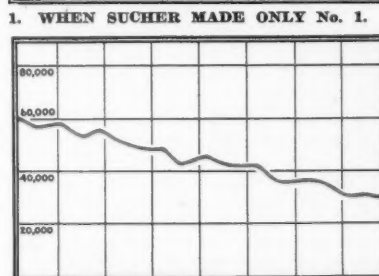
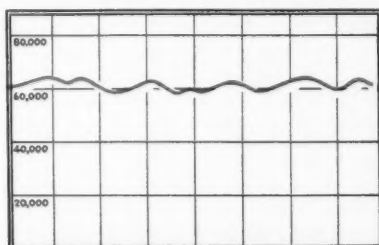
And then there is the class of markets designed to sell only to low income groups. It is in the last group of markets only that a packer or sausage manufacturer with an established reputation for quality products can take a chance on marketing a second grade sausage.

When Sausagemaker Suffers

Most buyers are attracted by a price inducement, and that is what packers, sausage manufacturers and retailers think about when they manufacture and sell product at a price. They forget the other side of the picture, which is that the consumer will expect in that lower-priced product the same quality that usually distinguishes a sausage for which a higher price is asked.

This may not seem logical, but it is a fact. When the quality is not evident, all sausage made

Sausage Ups and Downs



3. WHEN HE RETURNED TO No. 1 ONLY.



QUALITY CAUGHT THE CONSUMER'S EYE.

At a food show held in Dayton, O., the Chas. Sucher Packing Co. exhibited a refrigerated case of quality sausage and cooked meat specialties. Surrounding it were packaged products manufactured and distributed by the company. No No. 2 product was shown. Not only the meats and lard, but the sausage as well, was reputed to have "A flavor you'll favor." Recognition that quality is a dominant factor over price was given in a placard which stated "Quality is remembered long after price is forgotten."

by that particular producer is penalized.

This was the experience which the Chas. Sucher Packing Co., Dayton, O., is frank enough to admit. For years this company had been known for its high quality products. The name "Sucher" on a package meant that the product was first-class in every respect.

The company, which operates in a fairly limited territory surrounding its plant, specializes in sausage in addition to other pork products. It has not found it necessary to merchandise intensively, its reputation among consumers for quality being sufficient to dispose of all of the plant's sausage production.

Dealers Demanded No. 2 Grade

Some time back, because of demand of retailers for sausage to meet price competition, Sucher decided against its better judgment to add a second grade of sausage to its line.

At that time the company was selling about 60,000 lbs. of quality sausage per week at prices that left a fair margin of profit. When its second grade of products came on the market, however, the reaction of customers was almost immediately noticeable. Sales of both grades of sausage immediately began to decline and kept on the down grade until weekly production was only 30,000 lbs.

At this point the company decided the experiment had gone far enough. Manufacture of the second grade of sausage was discontinued, and the company returned to its original policy of making

only one grade—the best—and asking and getting for this a price sufficient to leave a fair margin of profit.

More Than Regained Old Volume

Just as sales began to drop off when a second grade of sausage was placed on the market, so they began to increase when only the quality grade was offered. From a low of 30,000 lbs. weekly at that time, volume grew until it reached a high of 80,000 lbs., in the neighborhood of which it is at the present time.

The old volume of 60,000 lbs. was regained and passed without the use of any advertising or special merchandising effort. This fact is interesting as indicating consumer reaction to quality in sausage products.

Although quality sausage bearing the company name was available, the consumer backed away from all Sucher sausage as soon as she learned the company was producing a grade other than the No. 1. But she quickly came back when she knew she was to get the old reliable.

Dealers Did Not Play Fair

"When we started making No. 2 sausage," says Louis A. Sucher, "we noticed that our output was reduced considerably. This was because the dealer would buy our No. 2 product and sell it for No. 1 to his customers, who would come back and ask whose brand it was. The dealer would say it was Sucher's, and naturally this had a tendency to reduce our sales.

"Our No. 1 product had always had a fine reputation, and we didn't like to

lose it. So we stopped making the No. 2, and in six weeks time our volume had returned to the old basis. Later it increased beyond what it had been, because we were making only No. 1 sausage. If we ever go back to making No. 2 it will be because of the cheap product which is now being shipped into our territory. But we will think a long time before we do it."

Some of the quality sausage products, as well as wrapped and packaged meats and lard manufactured and distributed by the Sucher company, are shown in the accompanying illustration of a food show display. The mammoth sausage on the top of the case weighed 51 lbs. and was used as a drawing card. A large placard inside the case states a fact learned by hard experience—"Quality is remembered long after the price is forgotten."

A Story from the South

From the South comes a story similar to that of the Sucher company.

A manufacturer specializing in fresh and smoked sausages decided a little more than a year ago that he would put a No. 2 sausage on the market. He felt there was a place for it in his sales territory. Others were marketing such product there and he was eager to have his share of the business. This manufacturer says in a letter to THE NATIONAL PROVISIONER:

"You will recall a year or more ago we wrote you relative to putting out a second-grade sausage. This we did last spring, but now we find that it has almost killed our best grade, and we are at a loss to know where to start to bring our volume of quality product back again.

"One Monday our salesman was in a store when a customer asked for sausage. The merchant told her he had ours for 25c, and that of our competitor for 30c. Naturally she thought the competitor's 30c sausage would be better and bought it.

"The retailer did not tell her it was our No. 2 sausage he offered her at 25c, as he does not handle our best grade. So you see this gives a 'black eye' to our best grade sausage, where merchants handle only the No. 2 grade and will not make the explanation they should."

Mistake of the Sausagemaker

This sausage manufacturer made the mistake of having a No. 2 sausage in a market where it would compete with No. 1 sausage. He had not studied his distributive outlet carefully and he had made the mistake of using his name on a No. 2 product and distributing it through his own company.

These are only two of many experiences where an unsullied reputation for quality suffered severely when the "volume-at-a-price" struggle dominated company policy. As has been said, there is a place for No. 2 sausage, but the quality manufacturer should take no chance with his reputation in manufacturing and merchandising it.

Millions of Hungry Dogs to be Fed

Packers who want a share of this profitable market must produce
a food to suit the needs of the dog

MANUFACTURE of dog food is a live topic of discussion in the meat industry.

Meat packers are logical manufacturers of dog food, as was pointed out in earlier discussions of this subject by *THE NATIONAL PROVISIONER*. (See issues of July 21 and September 8, 1934.)

Meat packers planning manufacture of canned dog food may consider the product from one of two angles—

1—An outlet for meat plant products difficult to dispose of profitably through regular market channels; or

2—A market the sales and profit possibilities of which justify a genuine effort to develop a nutritional dog food.



HIS STAMP OF APPROVAL.

When a food suits the dog, that means volume for the dog food manufacturer.

Why the packer should take the latter view of canned dog food was outlined in the September 8 issue of *THE NATIONAL PROVISIONER*.

An Opportunity for Meat Packers

Put briefly, there is less competition—and consequently a better opportunity for profitable volume—with a good product than with one not based on biological values, but designed chiefly to sell at the lowest possible price.

Of the more than 200 brands of canned dog food on the market, "ninety per cent," in the words of an acknowledged dog-food expert, "are unworthy. Many of these brands are capable of and no doubt do produce grave nutritional disorders."

"Too many manufacturers," he says, "show no wholesome interest in the dog that eats their food or the owner who buys it. Too few care about anything but sales. Interest in the package has served only to make it cheap. The dog

food business is too mercenary for its own good."

Public Is Getting Wise

"It is an unfortunate fact that the frantic struggle for markets has some very close to bringing the entire prepared dog food industry to the verge of general disrepute," he continues. "This is particularly true of canned dog foods; less so of dry dog foods.

Fortunately for producers of quality products—including many meat packers—a reaction has begun against such all-but-worthless products that is being participated in by veterinarians, breed associations, dog owners and dog-fanciers' publications. This movement gives promise of cleaning up what has been an unsavory mess; what is referred to frankly by dog-food producers as a 'racket.'

"Eventually, as research work on dog foods is continued, and more is learned about biological and nutritional values, the division between those foods capable of furnishing adequate nourishment and those deficient in this respect will be sharply defined. With this information available the dog owner will be able to choose intelligently, and the advantage now possessed by the adequate brands will, of course, be broadened."

Reduced to simple terms, the situation is one in which there is an overabundance of canned dog foods made to sell at a price, and an insufficient number—in view of the size of the market—of brands capable of supplying a dog's nutritional needs. Under the circumstances it should be easy for the packer to decide which quality of product he wishes to produce.

Meat Plant Provides Materials

The meat packing plant is the source of a large percentage of the raw materials used in the manufacture of canned dog foods. On the care with which the packer selects the meat portion of his dog food is going to depend in considerable measure the nutritional value it will contain.

Unfortunately, while much information on the nutritional value of meat cuts used for human food is available, little experimental work has been done to determine similar values of many products commonly thought suitable in a dog food.

The packer's task of compounding a well-balanced dog ration, therefore, is complicated at the present time by lack of scientific data, and because not enough is known about a dog's nutritional needs and his capacity to digest various food products now thought desirable for his well-being.

In at least one scientific laboratory, perhaps more, there is under study at the present time the nutritional values of materials used in dog foods but not permissible for human consumption.

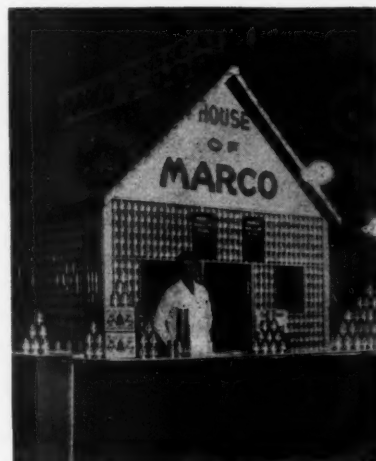
Packer Must Study the Subject

It is going to be difficult for the meat packer to provide adequate nourishment in a dog food, compete with his sausage department for materials used both in canned dog food and in sausage, and yet not bring into the picture protein from sources other than meat.

Considering the lack of accurate information valuable in working out a dog-food formula, about all certain packers can do at this time toward producing a high-grade product is to utilize those ingredients thought to be adequate and valuable, and to make use of all information on nutritional and biological values that may come to them through various channels.

Certain information on dog food is accepted at this time as approximately correct.

The basis of the product should be meat, combined with glandular tissue, cereal, perhaps a cooked vegetable, cod



BUILDING CONSUMER DEMAND.

How one dog food manufacturer advertised his product at a large food show.

liver oil, or some other vitamin A substance, and seasoning to make the product more palatable for the animal.

An Adequate Standard Needed

In this connection Dr. J. W. Patton, East Lansing, Mich., who for several years has been investigating scientific aspects of dog feeding and dog nutri-

tion, calls attention to the fact that an adequate standard for dog food should also consider a definite unitage of vitamins A, D and G, at least based on calorie content. The biological value of protein, he points out, is indefinite and in inverse ratio with the amount of connective tissue it contains.

In this connection, as mentioned previously, there exist proteins of a non-meat origin, which can be used to advantage to build up adequacy.

In many instances producers of dog food have attempted to capitalize on the fact that they use no horse meat. Horse meat is used in large quantities in the production of some dog foods. Its biological and nutritional values are not questioned.

At least one packer of canned dog food is securing his meat from cheap beef animals, principally dairy cows. Being located in the center of a large milk-producing section, he is able to buy these animals at a low price. All of the carcass and offal fit for human consumption are used. The remainder of the animal, except the hide, is tanked.

Meat Products Used in Dog Food

The value of meat from this source will not be questioned. But most packers will desire to use in the manufacture of canned dog food materials available from regular slaughtering operations, particularly those products entirely suitable for dog food but which, while suitable for human consumption, find only a thin market for this purpose.

Products of the meat packing plant now being used for canned dog food include the following:

Muscular tissue from dairy cows and other inexpensive beef animals, hogs and sheep; head meat, including lips and cheeks; lungs, hearts, melts, liver, tripe, bones, cow udders, spinal cords, brains, fat, gullets of sheep and beef weasands.

Hearts are valuable from a meat tissue point of view, in a dog food; use of melts and livers easily can be overdone. Brains are excellent to use in small quantities; but cheeks, lips and udders are too high in connective tissue to be used in large quantities.

Contrary to general opinion, lungs, especially calves' lungs, have a definite place in the dog food picture. They add to biological value. However, the use of lungs also can be overdone.

A large percentage of muscular tissue in the meat content of a dog food is said to be desirable. Glandular tissue, such as liver, is considered a necessity for increasing palatability and providing food elements necessary for maintaining good health. Spinal cords, it is

thought, may have some value other than purely nutritional.

Fat Percentages to Use

Packers often ask THE NATIONAL PROVISIONER the percentage of fat that should be included in a dog food.

Experts are not in agreement on this subject, and they consider it unwise at this time to make specific recommendations regarding amounts either of fats or carbohydrates or their ratios to each other.

One packer's formula provides that the fat content shall not exceed 3 to 5 per cent. He thinks kidney fat is not as desirable to use as caul or cod fat. However, the physical property of kidney fat has nothing to do with its biological value. Kidney fat adds

cooled to expedite their preparation.

In reference to the calcium-phosphorus ratio, Dr. Patton points out that the hook-up between these minerals and vitamin D should not be lost sight of. Vitamin D and calcium-phosphorus are so dependent on one another that the ratio changes with varying amounts of D. In the presence of an adequate amount of vitamin D the calcium-phosphorus ratio should be 1 to 2.

How One Packer Combines Meats

Iron is also a valuable ingredient in a dog food. The amount used should be based on a calorie consideration—perhaps .7 to .75 mg. per 100 calories. Iodine also should not be overlooked. Under most conditions the iodine content of a dog food will be sufficient if iodized salt is used for flavoring.

From 35 to 40 lbs. of meat products may be used to 100 lbs. of food. How the meat should be combined is a matter to be governed largely by conditions in each particular case.

MEAT CONTENT OF DOG FOOD.

Meats.	Lbs.
Lips	12
Melts	2
Lungs	20
Hearts and kidneys.....	2
Hog livers	3
Total	39

Use of Cereals in Dog Food

It is quite generally agreed by those who are studying dog foods that a cereal is a valuable addition. However, a cereal is of no use to a dog if it is not digested during its stay in his relatively short intestinal tract. Experiments indicate that cracked wheat and barley are less valuable than rice, relatively large quantities of these two cereals, when fed to a dog, being found in the feces.

Availability and price often determine the cereal used in a dog food. Wheat, barley, rice and soya bean grits are used. The value of rice, because of its high starch value, is questioned by some packers. However, experts do not fear to include carbohydrates in a dog food formula, even if it is plain ordinary laundry starch.

A dog can convert these starches into sugars and assimilate them. Nor is there any objection to carbohydrates on the sugar order, provided they are in such quantities that they will not be unduly laxative.

Soya bean grits form a valuable addition. They contain less than 1/2 of 1 per cent starch and 45 per cent protein, and aid in giving the food the proper consistency for filling into cans. Soya bean grits often are used in combination with another cereal.

A good percentage of cereal to use
(Continued on page 50.)



CUSTOMERS MUST BE PLEASED.

Product must be a balanced ration, which means it must contain those ingredients which will adequately nourish the dog and keep him in good condition.

greatly to the biological value in most cases.

Melts may be "good" for a dog, but the evidence is that he is not very fond of them. Too much of them in a food, therefore, may decrease the readiness with which a dog will accept the product. However, this is a subject on which more information is desirable.

Ground fresh bones are good. They supply calcium, phosphorus and other minerals, and a dog likes them. Ground fresh bones are thought to be more desirable than cooked bones. Raw bones may be steamed for 25 minutes and

1935 Livestock and Meat Supplies as Related to Meat Prices

THE packing industry in 1934 processed the largest volume of meat on record, at a profit so small that it was not apparent in the price of meat, and practically was not a factor in the price of livestock.

This was the statement of Wm. Whitfield Woods, president of the Institute of American Meat Packers, in an address before the annual meeting of the American National Live Stock Association at Rapid City, S. D., on January 11.

"Operations in some packing plants in 1934 were more profitable than in 1933, when the industry as a whole made its first profit in three years," said Mr. Woods. "However, the aggregate profits of the industry from all sources in 1934 were equivalent to only a fraction of a cent per pound of product sold. And, if the profits for the year had appeared in the form of higher livestock prices, the result would hardly have been apparent to livestock producers.

A Year Long to Be Remembered

"The year 1934 will long be remembered by the livestock industry and the meat packing industry as the year of the drouth," he continued. "When the government decided to enter the drouth relief program, the co-operation of the packing industry was asked to handle the record-breaking supplies of cattle and sheep which were being purchased by the government for immediate slaughter. That co-operation was vigorous and fully given.

"The meat packing industry realized the magnitude of the government's program and did its best to meet the difficult situation in a capable, efficient manner. How well it accomplished this objective is indicated by the fact that, in addition to processing for its own account an unusually large number of live stock, the industry handled approximately 6,000,000 cattle and calves for the government, the total constituting, during the period in which the government program was under way, a volume almost twice as large as the volume ordinarily handled by the industry in that period.

Record Beef Consumption

"The American people as a whole ate more beef in 1934 than in any previous year, and the amount of beef eaten per person last year averaged about 67 pounds—probably the greatest it has been for at least 20 years," Mr. Woods continued. "Preliminary figures for the year 1934 indicate that possibly as much as 8½ billion pounds of beef were consumed in this country, as compared with less than 7 billion pounds in 1933. The figures for 1934 include the meat which was distributed by the government through relief agencies.

"The aggregate amount of all kinds of meat consumed in the United States in 1934 apparently set a record. The average amount eaten per person probably was greater than in any year since 1907."

"With farmers marketing annually generous numbers of cattle, lambs and hogs, the aggregate consumption of meats in this country has shown a steady gain since 1930," the speaker said. "Judging by the quantity eaten,

(Continued on page 23.)

Packers Will Meet to Discuss 1935 Prospects

First of a series of five regional meetings to be held in Eastern cities for members of the Institute of American Meat Packers will be called at Cincinnati on Monday, January 21, according to an announcement made by the Institute. The meetings will be held for the purpose of placing before the membership the counsel and recommendations of several important Institute committees which have been studying the prospect facing the packing industry in 1935.

The meetings are scheduled as follows:

AAA Plans for Expansion of Corn, Hog Production in 1935

CONTROLLED expansion of production is planned in all adjustment programs of the Agricultural Adjustment Administration in 1935, it is pointed out in a recent statement of the AAA. For example, the corn-hog adjustment program for 1935 provides for an increase in both corn and hog production over 1934.

Under this program contract signers will hold the number of hogs produced for market from 1935 litters to 90 per cent of their base production, instead of 75 per cent, as provided in 1934 contracts. The new allotment will provide for about one-fifth more hogs.

In the case of corn, the maximum acreage that may be planted in 1935 is 90 per cent of the base acreage. This represents an increase of about one-eighth over the 1934 maximum, and will permit the production of about 250,000,000 bu. of corn over the reduced requirements for livestock feeding, which will aid in replenishing the depleted reserves of corn.

Adjustment payments to participating corn and hog producers are expected

Cincinnati, Monday, January 21, 12:30 p. m., Hotel Gibson, luncheon meeting.
Pittsburgh, Tuesday, January 22, 12:30 p. m., Fort Pitt hotel, luncheon meeting.

Philadelphia, Wednesday, January 23, 2 p. m., Penn Athletic Club.

New York City, Thursday, January 24, 2 p. m., Pennsylvania hotel.

Cleveland, O., Friday, January 25, 2 p. m., Chamber of Commerce.

Two members of the Institute's organization will participate in the program of the meetings. Wm. Whitfield Woods, president of the Institute, will speak on "The Status of the Industry and Recommendations of Institute Committees," and George M. Lewis, assistant director of the Department of Marketing, will discuss "The Outlook for Supplies."

Presiding over each meeting will be the chairman of each respective region. L. W. Kahn will preside over the Cincinnati meeting, W. E. Reineman will conduct the Pittsburgh meeting, B. C. Dickinson will handle the meeting at Philadelphia, George A. Schmidt will preside at New York City, and Chester G. Newcomb will preside at Cleveland. Members of the Institute are urged in each case to attend the meeting which is nearest to or most convenient for them.

Following the meetings in the East, an additional series of regional meetings will be conducted in the Far West during the first part of February. The program for the Western meetings will be announced soon.

to range between \$150,000,000 and \$165,000,000 in 1935.

REVISE CATTLE BUYING PLAN

Reallocation of \$3,500,000 of unexpended cattle purchase funds has been authorized by the AAA, on the basis of need in the most critically-situated drought states. Some states have not used all of their previous allocations, thus releasing this money for areas where conditions are more severe. No estimates are available as to how much of the reallocated funds will be needed. Previous allocations total \$115,822,000.

Purchases will begin immediately and every effort will be made to close the program by January 15. In any event, purchases and shipments must be completed by January 20, according to instructions sent to officials in charge of purchasing in the field. Cattle so bought will be handled and disposed of in accordance with the plan followed in previous government purchases.

Up to and including January 7, 1935, cattle and calf purchases totaled 7,902,700 head.

Business and Government

News of governmental activities under the New Deal as they affect business and industry—especially the meat packing and allied industries.

Congress Can't Delegate Its Power to Others

Congress cannot delegate its legislative authority to the President or other officer or to an administrative body, the Supreme Court of the United States ruled this week in its decision handed down in relation to certain phases of the petroleum code.

Prohibitions set up by the President and the Secretary of the Interior regarding the interstate transportation of "hot oil" under the provisions of the National Recovery Act were declared unconstitutional, and permanent injunctions were ordered restraining their enforcement.

Eight of the nine members of the court concurred in the decision.

Precedents for the Decision

Reviewing a number of cases where precedent already had been set for the decision in the present case, the court quoted previous decisions pointing out that the principle that "Congress can not delegate legislative power to the President is universally recognized as vital to the integrity and maintenance of the system of government ordained by the constitution."

And again, in referring to another case, the court said: "So, also from the beginning of the government, the Congress has conferred upon executive officers the power to make regulations—not for the government of their departments, but for administering the laws which did govern."

Other instances were pointed to where Congress "was merely conferring administrative functions upon an agent and not delegating to him legislative power."

The court held that section 9C of the National Recovery Act goes beyond the limits of delegation which there is no constitutional authority to transcend. It pointed out that in the particular case under review Congress had declared no policy, had established no standard, had laid down no rule.

Destroying All Limitations

"If Section 9C were held valid," the decision stated, "it would be idle to pretend that anything would be left of limitations upon the power of the Congress to delegate its law making function. . . . Instead of performing its law making function, Congress could at will, and as to such subjects as it chooses, transfer that function to the President

or other officer or to an administrative body.

"The question is not of the intrinsic importance of the particular statute before us, but of the constitutional processes of legislation which are an essential part of our system of government."

The decision points out that the first section of the National Recovery Act is but a general introduction, that it declares no policy and defines no standard with respect to the interstate transportation of oil with which section 9C of the act is concerned, but if it were possible to derive a statement of prerequisites to the President's action under section 9C, it would still be necessary for the President to comply with those conditions and to show that compliance as the ground of his prohibition.

"To hold that he is free to select as he chooses from the many and various objects generally described in the first section, and then to act without making any finding with respect to any object that he does select, and the circumstances properly related to that object, would be in effect to make the conditions inoperative and to invest him with an uncontrolled legislative power."

President is Not Immune

In closing the court stated:

"We cannot regard the President as immune from the application of these constitutional principles. When the President is invested with legislative authority as the delegate of congress in carrying out a declared policy, he necessarily acts under the constitutional restriction applicable to such a delegation."

"We see no escape from the conclusion that the executive orders of July 11, 1933, and July 14, 1933, and the regulations issued by the Secretary of the Interior thereunder, are without constitutional authority."

Permanent injunctions were ordered "restraining the defendants from enforcing those orders and regulations."

ASKS 8½ BILLION BUDGET

President Roosevelt presented to Congress this week the nation's budget for fiscal year 1936, beginning July 1, 1935.

It calls for an approximate total expenditure of \$8,520,000,000. Of this amount, recovery and relief expenditures are estimated at \$4,582,011,475 against \$5,259,802,852 in the current fiscal year. Government receipts during the same period are estimated at \$3,991,904,639.

The gross treasury deficit will be \$4,528,000,000, including \$636,000,000 for debt retirement. The net treasury deficit for the year will be \$3,892,000,000. The national debt will increase from \$31,000,000,000 at the close of the present fiscal year to \$34,239,000,000 on July 1, 1936.

A national defense appropriation of \$899,948,065, the greatest in the history of the country, is requested.

No new taxes are suggested, but Congress is asked to continue the so-called nuisance taxes, which expire soon; also the 3-cent postal rate.

In his message accompanying the budget the President pointed out that the budget balanced, except for relief expenditures. He recommended that \$4,000,000,000 be appropriated by Congress, "subject to allocation by the executive, principally for giving work to those unemployed on the relief rolls." This means the President is to be given 4 billion dollars to spend as he chooses.

PLAN TO CHANGE CODES

A three-point plan for revamping code structure has been recommended by the National Recovery Administration's consumers advisory board:

1. Greatly increased government control over natural resource industries.
2. A campaign of "trust busting" against allegedly monopolistic industries.
3. Sharp curtailment of other codes until they cover only labor standards, wages, quality standards and a few trade practices.

Elimination of price fixing and production control is urged by the board. Restriction of production is believed to be out of place while "thousands are improperly fed, badly housed, inadequately clothed."

1935 CROP BENEFIT PAYMENTS

Nearly half a billion dollars will be paid to farmers in rental and benefit payments in 1935, according to recent estimates of the Agricultural Adjustment Administration. This will go to those who cooperate in a "controlled expansion of production."

It was predicted by the farm administration that \$249,800,000 would be allotted to corn and hogs, \$54,600,000 to wheat, \$88,600,000 to cotton, \$32,000,000 to tobacco, \$47,000,000 to sugar and \$4,000,000 to peanuts. These amounts include payments still due on 1934 adjustments and part of the payments to be made on new projects.

It was pointed out that "present indications are that the 1935 income from the sale of farm products, plus rental and benefit payments, will show some advance over the 1934 level. The extent of the advance, however, depends on the rate of further increase in industrial activity, a rise in national income and a recovery of foreign markets."

*A Page
for the*

Packer Salesman



Retailers Should Know

**That a Merchandising Advantage
Can't Be Won with Cut Prices**

MANY remedies for price-cutting in the meat industry have been suggested. Here is another:

Price-cutting originates in the retail store, one packer salesman says. Educate the retailer to the fallacy of price competition, he says, and the problem of price-cutting will be solved.

This packer salesman writes:

Editor THE NATIONAL PROVISIONER:

I was much interested in the letter from a packer sales manager on "boloney" prices, published in the December 29, 1934, issue of THE NATIONAL PROVISIONER. "Boloney" prices are no myth, and no joke to most packer salesmen. They are one of the most difficult meat sales problems we are up against.

Nor do I think most of us have any trouble recognizing them. They stand out like a sore thumb in most instances. And while I believe this sales manager's logic, as expressed in his letter, is sound, I wonder what remedy he would suggest in cases where "boloney" prices are attached to most of the items on the list instead of one or two, particularly when these products are probably as high-class and packaged as attractively as any on the market.

This is a situation packer salesmen in my territory have been up against for several months. The fundamental cause is too many retail stores, some of which require more volume than they have been able to get in the present state of reduced consumer purchasing power.

Price Bait to Get Volume

To get this greater volume they have thrown out price baits to consumers, in some instances selling below cost.

Had we packer salesmen stuck to our price lists when indications of this price war began to be apparent, the disease would have cured itself quickly. But we didn't. Our encouragement of the price-cutting customer created a situation favorable to the spread of the price-cutting disease. Today it has assumed the proportions of an epidemic.

It is probable that most packer salesmen interested in their firm's success have given considerable thought to the remedy for "boloney" prices. At least one might suspect this from the number of letters on this subject published in the "Page for Packer Salesmen" in THE NATIONAL PROVISIONER.

It appears that reduction in livestock supplies and higher prices for meats

that undoubtedly will prevail may act automatically to improve the situation, for I can not conceive of any reason or need for departing from a fair price for product that is scarce and in demand.

Educate for the Future

But if any such improvement is thus brought about, we may expect that it will be temporary, and that we will have the price burden back on our shoulders when the period of reduced livestock supplies has passed, unless in the meanwhile some steps are taken to bring about a general realization among retailers of the fallacy of trying to do business on a cut-price basis.

One of the constructive things that can be done by packer salesmen during the next year or two is to try to convince retailers that price-cutting is not a basis for competition, or that by cutting prices any merchandising advantage can be gained.

Few retailers can buy cheaper than others. When one reduces prices in an effort to increase his volume, his competitors are very liable to follow suit. The net result is that, so far as competition of price is concerned, everyone is back to where he was before the price-cutting was started—but on a lower price basis, and working under a smaller spread from which to skim profits.

Price-Cutting Expensive for All

Price wars, and cutting prices to injure a competitor or to gain a merchandising advantage, always are expensive, not only for the one who takes the initiative, but for the innocent bystanders as well. These practices cannot be justified by any twist of economic reasoning.

"Boloney" meat prices are the direct result of retail dealer demand and a weak backbone in packer salesmen. If the packer salesmen cannot stiffen his determination to the point where he can resist "listening to the birdies," then he might do the next best thing and

spend some time and effort educating his customers to the fallacy of price competition as a means of building either volume or profits.

I am well aware that any such task of education would be a long and trying one, and I have no illusions that it would "take hold" with even a small percentage of those addicted to the price-cutting practice. But I do think that a few economic and business facts, repeated often enough, will eventually sink in and result in some constructive thinking among those who suffer most from unjustifiably low meat prices.

To this extent salesmen would contribute toward solving one of the major problems of meat selling.

Yours truly,

PACKER SALESMAN.

PACKER SALESMANSHIP TODAY

Speaking at the January 4 meeting of the Long Beach Advertising Club Victor Ekdahl, Pacific Coast sales manager for the refinery products of Swift & Company, gave an inspiring talk on salesmanship and the qualifications of a successful salesman.

Mr. Ekdahl, who has hired and trained more than 2,000 salesmen for his company, and is said never to have discharged one of them, said that salesmen throughout the nation just came into their own during the present year. He said present conditions were a challenge to every capable salesman, and that today it is up to the salesman to sell his products to "six out of every ten people who have money."

For the salesman to be successful it is necessary, said the speaker, that he have a thorough knowledge of his product and a strong belief in the superiority of the article. Most of all, the salesman must have the right mental attitude and be imbued with optimism, and according to Mr. Ekdahl, he must manifest a true interest in his prospective buyer.

Relative to advertising the speaker said that, with national conditions improving, now is the time to build confidence through advertising, and that it must be continuous, because every year there are many new buyers coming into the field and the superiority of a concern's product constantly must be reiterated.

As a keynote for the salesman's tactics in the manner of approach to the buyer, and something well worth remembering, Mr. Ekdahl said that in the word "business" there are the letters "u" and "i," and that "U" comes before "I."



Practical Points for the Trade



Handling Beef Tongues

A packer asks regarding the handling of beef tongues. He says:

Editor THE NATIONAL PROVISIONER:

Will you please tell us how beef tongues should be handled and graded. Also, what is a long-cut tongue and what is a short-cut tongue, as well as a canner-trim tongue. When packing tongues in boxes or molds, are only steer tongues included as No. 1 beef tongues, or does the box include a certain percentage of cow and bull tongues?

Are any cut tongues included in No. 1 tongues? How about black tongues? What is a No. 2 tongue?

An important step in the handling of beef tongues is to see that they are not cut or scored. In removing the tongue the fell should be kept intact, so that the fatty portions of the tongue will be protected, as they are included in the long-cut tongue. Care must be taken in washing to prevent breakage of fell.

Preparing.—After the tongue is removed from the head and washed, it is hung by the gullet end on specially-designed tongue racks. It may be hung by both the gullet end and the fell, which has a tendency to give the tongue a plump appearance. After hanging, the tongues are allowed to drain thoroughly and are then chilled.

In some plants the tongues are not hung on racks, but are laid on adjustable forms. This method is believed to produce a better-shaped tongue.

From 12 to 24 hours at a temperature of 38 degs. F. is required to chill tongues thoroughly. After chilling the tongue is ready for trimming.

Long-Cut Tongues.—A long-cut tongue is made from this rough tongue by cutting out all but 1½ in. of the bone, trimming off all ragged edges and both the fat and lean on the sides and butt of the tongue and the fell on the bottom. The fat on the bottom is smoothed up and the edges are bevelled. Three rings of the trachea are left on.

Short-Cut Tongues.—A short-cut tongue is made from the rough tongue by trimming off all portions, as in making a long-cut tongue, and in addition cutting off the tongue root back of the bones and on a slight slant to the bottom of the tongue, so as to keep the meat below the gullet on the tongue. This removes the trachea, but leaves the soft palate on the tongue.

Canner Tongues.—Canner tongues are made from the short-cut tongue by removing all fat on the base and root of the tongue, all glands, the soft palate, leaving only the lean on the base of the tongue and 1½ in. of the bone. After the tongue is parboiled for canning this bone is removed, as it can be done at that time with less waste.

Curing.—After trimming, the tongues may either be frozen or cured. It is customary to soak the tongues for

curing in a strong pickle solution over night. This makes possible the easy clearing of the tongue of any saliva or coating which may have formed on the surface. The tongues are then lightly rubbed with fine salt, pumped with pickle and placed in cure. A pickle of about 70 degs. strength is used, 30 lbs. of granulated sugar and 10 lbs. of nitrate of soda being used to each 100 gallons of pickle. The tongues are packed loosely and are overhauled on a 5, 10 and 15 day schedule. They are cured in 30 days.

Grading.—Steer tongues are not separated from others, the tongues being graded on the basis of size and general quality. Regarding black tongues, a lot of tongues show this exterior color, but when cooked and skinned the normal color is there, and this black color in the green tongue is not considered.

No. 1 tongues must be free of cuts, and no more than 1 per cent of the tongues can show scores. If a tongue is cut it falls into the No. 2 classification.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER
Old Colony Bldg., Chicago, Ill.

Please send copy of reprint on oil refining and manufacture.

Name.....

Street.....

City.....State.....

(Enclosed find 50c in stamps.)

Blood Yield From Cattle

How much liquid blood is produced per head of cattle slaughtered? How much dried blood? These are some of the questions asked by a packer, who says:

Editor THE NATIONAL PROVISIONER:

Can you tell us the normal yield of blood of canning and cutting cattle, also the yield on dried blood. What should the ammonia content of this blood be? Is there any appreciable difference between canning and cutting stock and good cattle on this item?

Can you give us boning tests on canning and cutting cattle?

Average yield of dried blood on a 10 per cent moisture basis of all cattle is 7¼ to 7½ lbs. per 1,000 lbs. of live weight. Strictly canner cattle will average only about 6 lbs. per head. This blood should analyze 17 per cent ammonia.

Average yield of blood on a liquid basis of all kinds of cattle is in the neighborhood of 58 lbs. per head. Some are of the opinion that male animals yield a larger quantity of blood than female, and that fat animals are inclined to yield relatively less blood than thin ones.

Yield and boning tests on cattle appeared in a recent issue of THE NATIONAL PROVISIONER. However, about the only way to get a correct average as relating to an individual packer's kill is to run a series of tests that will give figures from which averages can be arrived at for the grade of cattle handled. There is wide variation in the yield, depending upon the breed and degree of thinness of the animals.

Leaky Casings Tierces

A packer writes regarding care of casings he has stored in tierces which have been leaking. He says:

Editor THE NATIONAL PROVISIONER:

We have some casings stored away, and find the tierces have been leaking. How should we handle these so the product will not be damaged? Should casings be overhauled in storage?

It is probable that this inquirer has had these tierces stored in warm temperatures and they have dried out. When this happens the hoops become loose and the pickle oozes out. If the casings have not been carried too long under these conditions they will probably be all right, otherwise fermentation may have developed.

The casings should be removed from the leaky tierces, washed in plain strong pickle, drained, resalted and repacked. The tierces should be well recooped and tight heads placed in them. They should be stored at temperatures not higher than 45 degs. F.

It is good practice to overhaul casings at least every 30 days.

Meat Canning Problems

Aid to the meat packer and canning department executive seeking information on meat canning methods and processes.

Inquiries of this nature should be addressed to Canning Editor, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

MEAT FROM DROUGHT CATTLE

A number of meat canners have expressed concern lately as to the effect canned meat from drought cattle may ultimately have on regular commercial canned meat consumption. One of these canners in a letter to THE NATIONAL PROVISIONER says:

Editor The National Provisioner:

We have been canners of quality meat products for many years and have built up a large consumer demand for our products. We always have been optimistic that canned meat volume would grow, but recent conditions have caused us to wonder if this is so.

We refer to the effect canned meat from drought cattle may ultimately have on general public acceptance of canned meats. Much of this meat is of pretty poor quality, and no matter how carefully it is handled and processed in the plant it will be no better when canned than it was originally.

Will this large quantity of poor quality meats distributed widely throughout the country have the effect of later discouraging purchasing of canned meats produced under regular commercial conditions? What are the opinions on this matter of packers and meat canners whom you contact?

This question was submitted to one of the better-known meat merchandisers in Chicago. Here is his reply:

"It seems to me that this meat canner might be reasoning backwards. If I were a meat canner and had built a large consumer demand for my products I do not believe I would worry very much about what kind of product came out of relief cans or even out of the cans bearing a competitor's labels.

"In fact, if my product was of high quality, I might even be inclined to think that a wide distribution of a poorer quality canned meats would make my meats stand out conspicuously in comparison, and I might further be inclined to push the advantage with some aggressive advertising and merchandising.

"I believe most people on relief rolls realize that this meat has come from drought cattle and that in some cases it may not be of quite the same grade as the average commercial canned beef. However, they know that the meat is pure, wholesome and nutritious and that this is more important than anything else. This being true, they will have no disposition to compare emergency product and regular commercial production, particularly that in the quality brands."

"Reading between the lines of this canner's question, I assume that he had

expansion plans in mind, but that he has become a little fearful of carrying them out by the bogies created by his own imagination. I see no reason to believe that meat canned from drought cattle can have any but a temporary and short-lived effect on regular production canned meat consumption."

PROCESSING DOG FOOD

The meat packer can logically produce canned dog food. He has the basic raw material, experience in manufacturing meat food products and the facilities for sales and distribution. Many inquiries, particularly on formulas, are

coming to THE NATIONAL PROVISIONER from packers. The following is typical. This packer writes:

Editor The National Provisioner:

We are planning the manufacture of canned dog food. We would appreciate a formula for this product and information on the method of processing.

Probably no two packers use the same formula for canned dog food, ingredients in each brand varying according to the quality of the product and the meats available. There is a noticeable reaction against dog food lacking in biological value and adequacy, and those packers who are having the greatest success with this product are those who are striving for a food that will keep a dog in good condition.

Skeletal meat from cheap meat animals, bones, livers, kidneys, lungs, hearts, brains, head meat, carrots, rice, wheat, soya bean grits, cod liver oil and seasoning are some of the ingredients being used in dog food. Methods of combining these and other products and manner of processing and canning are given in an article on dog food formulas which appear in this issue of THE NATIONAL PROVISIONER.

NEED FOR PARBOILING

Because of the usual practice of parboiling beef before filling into cans one packer apparently has conceived the idea that all canned meats are parboiled. He writes:

Editor The National Provisioner:

We have noticed that instructions on canning roast beef advise parboiling. Inasmuch as meats are partially cooked in the exhaust box and further cooked during processing, what is the need for parboiling?

Not all types of canned meat products are parboiled previous to filling into cans. When canning roast beef, the meat is parboiled to eliminate some of the moisture in the meat. In this case parboiling is continued until the meat assumes a uniform gray color. Enough moisture is removed in the process to make a firm product after processing in the can.

If a packer were producing beef stew, for example, parboiling would not be necessary, for in this case the water in the meat is a desirable ingredient in the finished product.

The packer planning a canned meat department might get into considerable difficulty were he to attempt to operate without a trained canned meat man in charge. There is no processing formula which can be used safely for all canned meats. Experience and skill are required to produce quality meat products at high processing and manufacturing efficiency.

WATCH YOUR KILLING FATS

It is important that killing fats should go directly to the rendering kettle. "PORK PACKING," The National Provisioner's latest book, explains why and gives many other important details of lard rendering.

Meat Canning Information

Plants of varied capacities are participating in the government canning program, but meat canning requires special room and equipment.

Some equipment may be already available; the rest must be purchased or leased. Plant alterations must be considered. The cost will vary, depending on building alterations needed to meet B. A. I. requirements, and usable equipment already on hand.

THE NATIONAL PROVISIONER published information on canning room layout and equipment and approximate costs for capacities of various sized plants—such as 14,400 cans per day, 28,800 cans per day and 57,600 cans per day—to assist the packer in his canning problems.

Dangers in meat canning without proper equipment and supervision are also outlined.

Subscribers may secure this information by filling out and sending in the following coupon, accompanied by 25c in stamps.

The National Provisioner:

Old Colony Building, Chicago, Ill.

Please send me the report on "Meat Canning."

Name

Street

City..... State.....

Enclosed find 25c in stamps.

WHAT A DIFFERENCE... in HOW THEY'RE MADE and WHAT YOU GET

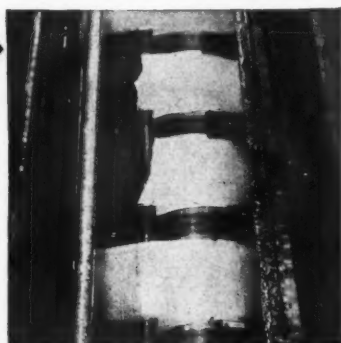
TO GET CRUSHED ICE... IT'S LABOR EVERY STEP OF THE WAY



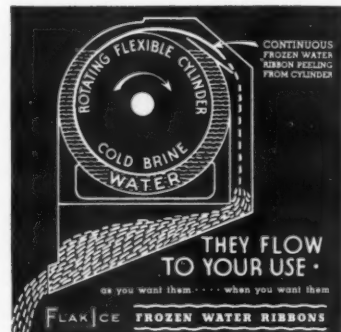
◀ All of these steps... involving time, space and labor... to get crushed ice... and in the end just crushed ice... nothing more.

Why not take this direct way to a refrigerant far superior to crushed ice... FlakIce Frozen Water Ribbons... clean, crisp, cold, free-flowing.

There is no form of water ice manufactured today that will produce the results obtained from FlakIce Frozen Water Ribbons. Shipments and displays of poultry and meat keep better and look better... cannot bruise or injure the flesh of the most delicate meat... fill all voids and spaces in packing and provide larger surface contact... unequalled for packing fillets, chops or similar products forwarded in cans... show substantial economies for meat delivery trucks. In sausage manufacture they quickly mix throughout the mass and maintain uniform temperature... reduce wear and tear on cutters and eliminate breakage. Investigate the possibilities of FlakIce Equipment for your business. A telephone call or letter to any of York's 71 conveniently located direct factory branches will bring you complete information.



Continuously and automatically FlakIce Frozen Water Ribbons peel from the cylinder.



Simplicity of manufacture... compactness... light weight... convenience of location... adaptability to existing space... flexibility of operation... continuous flow... no attendance... no handling... no knives nor scrapers... no accessory equipment... low maintenance expense... high efficiency.

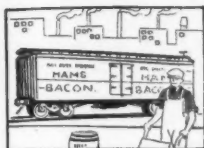
GET THE FACTS FROM SATISFIED USERS* EVERYWHERE

*Names on Request

There is no substitute for
FLAKICE FROZEN WATER RIBBONS

YORK
REFRIGERATION

YORK ICE MACHINERY CORPORATION, YORK, PENNSYLVANIA



REFRIGERATION

and Frozen Foods



Refrigerator Car Rule

Packers' Private Cars Permitted
Signs Omitted After Two Years

MEAT packing companies may continue to use privately-owned refrigerator cars, either their own or leased, for the handling of fresh meat and packinghouse products. Also they are entitled to retain such portion of the mileage allowances paid by the railroads on these cars as is required to cover car rental and actual expenses incurred by the shipper in connection with the operation of the cars.

Advertisements of shippers or products will not be permitted on refrigerator cars newly constructed or repainted, and after January 1, 1937, advertisements will not be permitted on any cars.

These regulations are made under a new rule on the handling of private refrigerator cars, scheduled originally to go into effect November 1, 1934. It was later suspended by the Interstate Commerce Commission pending further hearings on the questions involved. As a result of protests of meat packing companies, the railroads agreed to modify the rule by the addition of the following paragraph:

"4. Carriers not being in position to furnish suitable equipment required for shipments of fresh meat and packinghouse products, as defined in Items Nos. 1130 and 1135 of tariff, as amended, nothing in paragraphs 'A,' 'B,' 'C' or 'D' shall prevent the Association of American Railroads from arranging with car lines for the leasing of cars to shippers for the handling of their fresh meats and packinghouse products, and nothing in paragraph 'D' shall prevent the car lines from paying to such shippers any part of the mileage allowance for the purpose of reimbursing such shippers for the actual car rental and other actual expenses in connection therewith."

The ruling became effective January 1, 1935. Copies as amended have been published in Supplement No. 17 to Perishable Protective Tariff No. 7 by R. C. Dearborn, Agent, National Perishable Freight Committee, 516 West Jackson Blvd., Chicago.

REFRIGERATION NOTES

New refrigeration system is to be installed in the meat processing building of the Kroger Grocery & Baking Co., Cincinnati, Ohio. Engineers are Foedick & Hilmer, Union Trust Building.

A new cold storage plant to cost

\$70,000 is to be erected in Buffalo, N. Y., at 195 Scott st. P. J. Cleary is representing the owner.

Cold storage and meat curing facilities of the Atlantic Ice & Coal Co., Americus, Ga., are being enlarged. Clem McDaniel is manager of the plant.

Three additional cold storage compartments will be erected by the Texas Power & Light Co., San Marcos, Texas, each modernly equipped.

H. G. Juett of Greenville, N. C., plans the erection of a storage and warehouse building at Ayden, N. C. He will install cold storage machinery.

City of Durham, N. C., plans moving the cold storage plant now being operated in the City Market Building to the Old Swift Company's building, which will be completely re-conditioned.

The Cairo Ice & Cold Storage Co., Cairo, Ga., W. D. Trammell, owner and manager, has just completed an addition to its storage plant that will accommodate approximately 200,000 pounds of meat.

A cold storage plant with a capacity of 20,000 pounds of meat has been opened in Hartwell, Ga., by the Hartwell Ice Co. C. H. Wright is manager of the plant.

LIVESTOCK AND MEAT

(Continued from page 17.)

pork was the most popular meat in 1934, but the average consumption of beef per person gained over the preceding year, while the consumption of pork declined."

Commenting on the prospects for supplies of livestock during the next 12 months, Mr. Woods said in part: "The drouth of 1934 probably will be remembered longer as the cause of limited livestock feed supplies and consequent lower meat production than for any other reason."

"It had a twofold effect upon the production of meat. First, the severity of the drouth caused the government to purchase, up to December 31, 1934, approximately 7,800,000 cattle and calves, and 3,600,000 sheep, because there was not enough feed to sustain these animals. Of these numbers it is estimated that more than 6,300,000 cattle and calves and 1,400,000 sheep were processed, chiefly into canned meat.

"Secondly, the livestock which remained on farms and ranches in drouth areas, in many cases, do not have normal supplies of feed, and in consequence may be marketed at weights lighter than normal.

"As a result of three factors—the drouth, the government drouth relief

program, and the government production control program—the number of meat-producing animals available for slaughter in 1935 will be considerably smaller than the number of animals dressed in 1934. As a result of the shortage of feed caused by the drouth, average weights of many animals offered for sale may be lower than the average.

"The supply situation will have a direct effect upon the price of meat," Mr. Woods declared. "If the amount of money which people have to pay for food and other necessities does not change in 1935, the expenditure of this purchasing power for the smaller supplies of livestock should bring about a higher level of prices for meat, and consequently a higher level of prices for livestock. However, in this connection it should be remembered that consumer purchasing power at present, as measured by the index of factory payrolls, is less than two-thirds of what it was in 1929."

CANADIAN HOG DECREASE

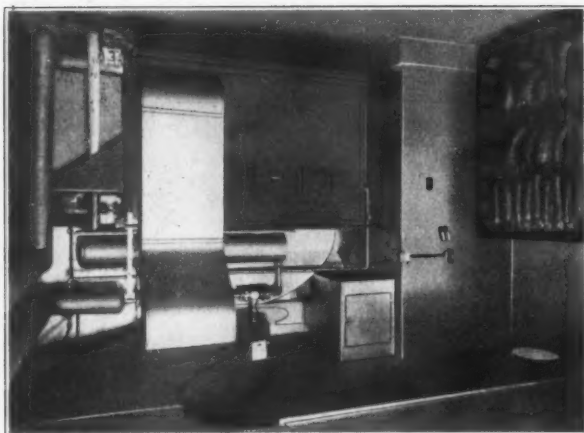
Little if any increase in the Canadian spring pig crop of 1935 is anticipated, owing to a feed scarcity and higher feed prices. This is expected to restrict the number of sows bred for spring farrow. The number of sows farrowed in the spring of 1934 was 453,000 compared with 413,000 in 1933 and 513,000 in 1932.

Total number of hogs in Canada on June 1, 1934, was 3,654,000, a decrease of 4 per cent compared with 1933. This is the smallest number since 1920, when 3,517,000 hogs were reported. The largest number of hogs reported so far was 5,069,000 in 1924. In 1934 there was practically no reduction in the two principal Eastern provinces, Ontario and Quebec, but there was a decrease of 7 per cent in the three prairie provinces, Alberta, Manitoba and Saskatchewan.

In the first 10 months of 1934 Canada exported 101,000,000 lbs. of bacon to the British market. This was an increase of 76 per cent over the like period of 1933, and exceeded the export of each of the past eight years. The British quota for Canadian bacon was placed at 280,000,000 lbs. at the time of the Ottawa agreement.

HOG REFRIGERATION

Chilling hogs is one of the most important things connected with curing. Have your men read the "do's" and the "don't's" in "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."



Are You Getting These Advantages From Your Meat Cooler?

1. Cleanliness—No drippage from rusty pipe coils or heavy ice accumulation.
2. Humidity Control—Limits moisture loss from meats.
3. Cold Distribution—Positive air circulation with correct air diffusion.

Investigate VILTER Coolers for an Increase in Your Net Profits

THE VILTER MFG. COMPANY
2118 South First Street, Milwaukee, Wis.

"C-B" Cold Storage Door

*The Better Door
That Costs No More*

The "C-B" Track Door is the only cold storage door having the new "C-B" Track Door Operating Device (patent pending), the biggest improvement for twenty-five years in Cold Storage Doors.

Heavier "C-B" hinges and the new "C-B" fastener, which were especially designed for Cold Storage Door use, are also new and exclusive improvements found only in use on "C-B" Cold Storage Doors.

Write for the "C-B" Cold Storage Door catalog. Get full and complete information.



New "C-B" Track Door

The Cincinnati Butchers' Supply Corporation
3907-11 S. Halsted St., CHICAGO, ILL. 1972-2008 Central Ave., CINCINNATI, OHIO

LIVESTOCK LEADER KILLED

Charles D. Carey, chairman of the National Livestock and Meat Board, and well-known cattle producer, was killed with Mrs. Carey in an automobile accident near his home in Cheyenne, Wyo., on Sunday evening, January 5. Mr. Carey was 52 years of age.

A member of one of Wyoming's most prominent families, Mr. Carey was nationally known throughout the livestock industry, not only as a stockman but also in livestock organization circles. For many years he had been proprietor of the CY Ranch near Cheyenne, specializing in pure-bred Herefords.

For the past eight years he had been a director of the National Live Stock and Meat Board, being one of two representatives of the American National Live Stock Association in that organization. During the past four years he served as chairman of the Board. At the time of his death he was also vice chairman of the American National Live Stock Association.

Mr. Carey was the son of the late Joseph M. Carey, former congressman from Wyoming and later governor of that state. He was a graduate of Yale. Mrs. Carey was formerly Miss Julianne Doane of Chicago. Mr. Carey is survived by two daughters and one son and by a brother, United States Senator Robert D. Carey of Wyoming. Funeral services were held at Cheyenne at 2:30 p. m. Wednesday, January 9.

"In the death of Mr. Carey the livestock industry has lost a tireless and enthusiastic worker," said R. C. Pollock, general manager of the National Live Stock and Meat Board. "His deep con-



VICTIM OF AUTO ACCIDENT.

Charles D. Carey, chairman of the National Livestock and Meat Board, and well-known Wyoming stockman, who was killed in an automobile accident on Sunday evening, January 5, while returning with Mrs. Carey to his home near Cheyenne. Both were instantly killed.

cern in every effort made to benefit the industry made his services invaluable in the Board's program in behalf of a greater use of meat. As chairman of the Board he ably demonstrated his ability to plan constructively along many lines, and his counsel was highly regarded by all his associates. He was one of the industry's ablest leaders."

CELLOPHANE PRICE REDUCED

Du Pont Cellophane Company announces further substantial reductions in the price of Cellophane transparent film. This makes the seventeenth reduction since domestic manufacture was started in 1924. The new prices are approximately 86 per cent lower than those in effect at that time.

Du Pont officials say the announcement is in line with the company's policy to reduce the price of Cellophane whenever additional increases in volume warranted. During the past year many additional new uses were developed, including those in the meat and allied lines, as well as a wrapping on bread specialties and sweet dough items, hosiery and other textiles, macaroni and other foods.

SPACING HOGS IN COOLER

How about spacing hogs in the cooler? Have your men read chapter 4 of "PORK PACKING," The National Provisioner's latest book?

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WILSON'S INSULATION *for Modern Transportation*



Specifications for modern transportation are demanding insulation that will adequately protect the payload under all circumstances. Nature's own insulation in the form of Haircraft, Hairbestos and Naturzone insulation is proving to be the answer to the insulating engineer's problem. Haircraft is the blanket type insulation for coolers and refrigerated trucks. Hairbestos is the fire-resisting blanket type for all purposes. Naturzone is the board form in standard sizes, for use where a rigid material is required. Specify nature's own insulation for your protection.

INSULATION DIVISION WILSON & CO.
4100 S. ASHLAND AVE., CHICAGO
NEW YORK • PHILADELPHIA • CLEVELAND
ST. LOUIS • KANSAS CITY • LOS ANGELES

hairbestos
haircraft
naturzone

Sausatone

THE PERFECT SAUSAGE BINDER

SEND SAMPLES?

Certainly!

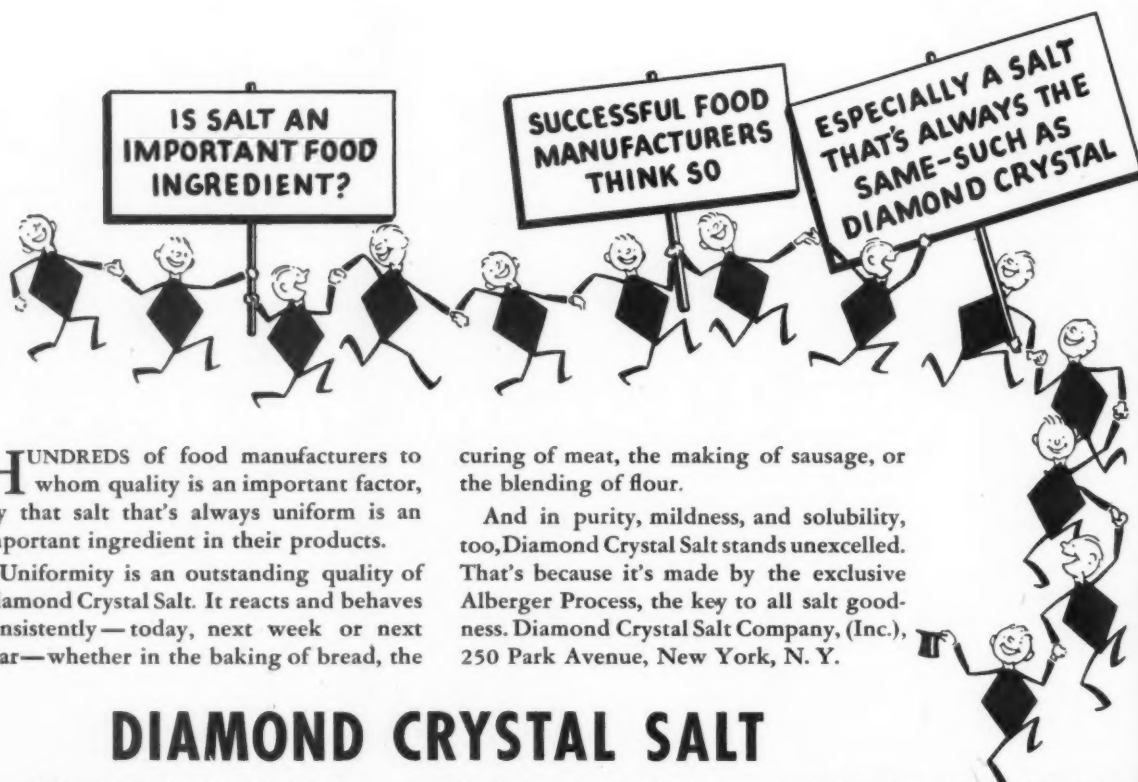
We would like nothing better than to have you try SAUSATONE in your own sausage kitchen and prove to yourself its many advantages. Samples sent gladly—no cost or obligation. Write today!

Entirely New — Entirely Different!

SAUSATONE is utterly unlike anything you have used before! First—it has a **real meat flavor** that permits its use without detracting from the natural fine flavor of the meat ingredients. Second—it **enhances** the natural color of the product **without the use of dyes**. Third—it puts shrinkage in the “to be forgotten” class. Fourth—it has great binding power, even **greater** than hot bull meat. Fifth—it can be used **without excessive cost!**

Put SAUSATONE to work in your plant—**now!** It will produce profits from the minute you put it to work.

SHELLABARGER GRAIN PRODUCTS CO., Decatur, Ill.



HUNDREDS of food manufacturers to whom quality is an important factor, say that salt that's always uniform is an important ingredient in their products.

Uniformity is an outstanding quality of Diamond Crystal Salt. It reacts and behaves consistently—today, next week or next year—whether in the baking of bread, the

curing of meat, the making of sausage, or the blending of flour.

And in purity, mildness, and solubility, too, Diamond Crystal Salt stands unexcelled. That's because it's made by the exclusive Alberger Process, the key to all salt goodness. Diamond Crystal Salt Company, (Inc.), 250 Park Avenue, New York, N. Y.

DIAMOND CRYSTAL SALT

UNIFORM IN COLOR... PURITY... DRYNESS... SOLUBILITY... SCREEN ANALYSIS... CHEMICAL ANALYSIS... CHARACTER OF FLAKE

Armour Sales Increase

Tonnage Up 7 Per Cent and Net Profit 30 Per Cent Over 1933

SALES of Armour and Company in the fiscal year ended October 27, 1934, showed an increase of 24 per cent over those of the previous year in dollar volume and 7 per cent in tonnage. Consolidated net profit on these sales showed an increase of 30 per cent over the profits of 1933.

Dollar volume of sales amounted to \$564,000,000 against \$452,000,000 in 1933, and the consolidated net profit before dividends to \$10,560,000 against \$8,121,000 a year earlier.

Total expenses during the year showed an increase of 15 per cent over those of 1933, due partly to increased volume, "but principally to increased wages and other operating costs," says R. H. Cabell, general manager of the company, in his letter to stockholders under date of January 7, 1935.

Plant Improvements and Reserve

During the year the company spent for additions and improvements \$5,297,000. A reserve for contingencies amounting to \$4,000,000 was set aside for federal income tax payments, as the returns of the company and its subsidiaries are still open for all years back to and including 1925.

Commenting on the company's earnings for the year, Mr. Cabell said: "It is noteworthy that even with the improvement in results the amount of the profits when spread over the enormous tonnage handled had no appreciable effect upon either the price of livestock or the price of meat. If the company's profits from all sources, whether resulting from handling of meat or other products were distributed among the American producers of the livestock purchased by the company, the producers' returns would have been increased by only 1/5 of a cent per pound live weight. Or if the company's profits were distributed among the American buyers of our finished meat product, prices would have been reduced by only 1/4 of a cent per pound."

Armour of Illinois Report

Following is the consolidated income and surplus statement of Armour and Company (Illinois), including Armour and Company of Delaware, the North American Provision Company and their subsidiaries:

CONSOLIDATED INCOME AND SURPLUS.

Result before depreciation, interest charges, contributions to pension fund and provision for federal income taxes	\$ 24,615,650.64
Provision for depreciation	6,362,840.00
Interest charges...	\$ 18,252,810.64
	5,024,191.87
Contributions to pension fund...	\$ 13,228,618.77
	600,000.00
Provision for federal income taxes	\$ 12,628,618.77
	2,068,000.00
Net result	\$ 10,560,618.77

Credit arising from the purchase and retirement of companies' bonds

Surplus—at beginning of year

Dividends paid:

Delaware 7% preferred stock

Illinois \$6 prior preferred stock

Surplus adjustments:

Note A

Recapitalization adjustments:

Note B

Note C

Note D

Portion of unamortized discount and other deferred charges written off

Net credit

Transfer to reserve for contingencies

Surplus—at end of year

Comprising:

Capital and paid-in surplus

Appropriated earned surplus

Unappropriated earned surplus

Note A—Credit arising from the purchase and retirement of company's preferred stock.

Note B—Credit arising from exchange of 2,000,000 shares Class "A" and 2,000,000 shares Class "B" common stock of an aggregate par value of \$100,000,000 for 3,000,000 shares common stock of an aggregate par value of \$15,000,000.

Note C—Reserve provided for par value of 1,144,626 shares of common stock issued or to be issued to holders of Illinois company 7% preferred stock upon exchange for \$6 prior preferred stock and common stock.

Note D—Reduction in book value of properties in respect of write-off of appreciation, excess cost, loss of utility values, etc.

The consolidated balance sheet of the three companies and their subsidiaries follows:

CONSOLIDATED BALANCE SHEET.

ASSETS.	
Current Assets:	
Cash	\$ 13,149,108.96
U. S. Government treasury notes (par value \$1,000,000)—at cost	1,033,110.10
Tax warrants	793,166.00
Notes receivable, less reserve	4,069,884.54
Accounts receivable, less reserve	28,726,333.38
Amount due from Federal Surplus Relief Corporation	4,142,579.37
Inventories of products and supplies	89,543,663.14
Packing house products, at market less allowance for selling expenses. Other products and supplies, at cost or market, whichever is lower.	
Balances due from affiliated companies represented by net current assets	1,972,312.78
Total current assets	\$143,430,158.36
Advances to Directors and Officers	None
Investment Stocks, Bonds and Advances (See Schedule)	16,667,451.44
Properties (as adjusted during 1934 under plan of recapitalization approved by the stockholders)	
Land, buildings, machinery and fixed equipment—	
Illinois Company and subsidiaries (exclusive of Delaware group)	\$ 54,335,444.20
At cost less adjustment of certain properties in respect of loss	

utility value or excess cost of construction. Delaware Company and subsidiaries 115,326,325.75 At acquisition cost from Illinois Company in December, 1925, plus additions since at cost, less adjustments of certain properties in respect of loss of utility value.

Less—Reserve for depreciation adjusted during 1934 to new property values

Refrigerator cars, delivery equipment, tools, etc.—depreciated values

Deferred Charges:

Unamortized discount on bonds

Prepaid insurance, taxes, etc.

LIABILITIES.

Current Liabilities:

Notes payable

Acceptances payable

Accounts payable

Processing taxes payable

Accrued interest, wages, local and state taxes

Reserve for federal income taxes

Total current liabilities

Reserve for Contingencies

First Mortgage Gold Bonds:

Illinois Company—

4 1/2%, due in 1939

Delaware Company—

5 1/2%, guaranteed, due in 1943

Morris & Company—

4 1/2%, due in 1939

Minority Stockholders' Equity

In common stock and surplus of controlled companies herein consolidated

Capital Stock:

Guaranteed 7% cumulative preferred stock issued—

Delaware Company (par value \$100 per share)

\$6 cumulative convertible prior preferred stock issued—

Illinois Company (529,816 shares no par)

7% cumulative preferred stock issued—

Illinois Company (par value \$100 per share) (dividends paid to January 2, 1931)

Common stock (par value \$5 per share)

Common stock reserved for issuance to holders of Illinois 7% preferred stock upon exchange for \$6 prior preferred stock and common stock

Surplus:

Capital and paid-in surplus

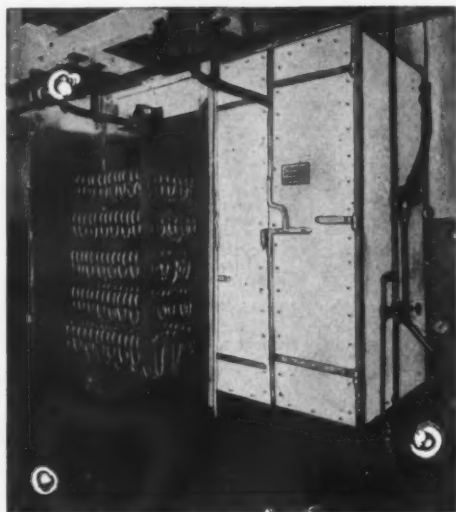
Appropriated earned surplus

Unappropriated earned surplus

Armour of Delaware Report

Consolidated income and surplus statement of the Delaware Company, including the North American Provision

(Continued on page 42.)



Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928 and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

THE MOST LIBERAL OFFER EVER MADE!

Try the JOURDAN Process Cooker in your own plant—*without obligation!* Generous free trial offer permits you to use it, test it, and observe for yourself the results it produces. **NEW LOW PRICES**, now in effect, make the JOURDAN Process Cooker pay for itself even quicker than before and contribute substantially to profits.

Write today for complete details of the JOURDAN free trial plan!

Jourdan Process Cooker Co.
814-832 W. 20th St. Chicago, Ill.

JOURDAN PROCESS COOKER

Cooks Sausage Better, at Lower Cost, Than Any Other Method!

AROMA, FLAVOR APPEARANCE! —in sausage

PRIME HOME-GROWN PEPPERS

Raw materials for LEGG'S OLD PLANTATION SEASONING include choicest selected prime, domestic peppers that are processed scientifically to bring out their full rich flavor.

CHOICEST IMPORTED PEPPERS

To these domestic peppers, are added the highest quality of imported pulverized berries grown in the Tropics. Our secret lies in knowing what kind to use and how much to use in a scientific way.

AROMATIC HERBS

The aromas of OLD PLANTATION SEASONING come from processed herbs that would be the envy of King Solomon or the Queen of Sheba!

BLENDED AND CROSS- BLENDED

These spices and herbs of predetermined value are blended and cross-blended to produce both flavor and appearance that arouse the appetite. Test samples on request.



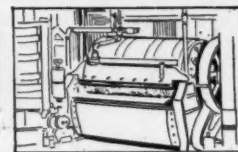
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BIRMINGHAM, ALABAMA, U.S.A.
"WORLD'S LARGEST BLENDERS OF SAUSAGE SEASONINGS"

LARD	...
BELLIES	...
HAMS	...
LOINS	...
BUTTS	...

Provisions and Lard

Weekly Market Review



Activity Continues—Prices Continue Advance—Lard and Hogs at New Highs—Cash Trade Moderate—Hog Receipts Light.

Considerable activity was apparent in market for hog products, and prices continued to work into new high ground for season. A modest hog run and a fair cash trade aided somewhat. Strength in grains was also a factor at times. Commission house absorption was apparent, particularly on set-back, while realizing developed in a broad way at times on swells with what looked like some hedge selling was under way.

Modest deliveries on January lard contracts served to bring about some liquidation in the spot month and transferring of January to the later deliveries. Notwithstanding these developments, market was very stubborn to selling. After establishing new season's tops all deliveries held within a few points of the season's best levels.

Hogs at New High Price

Top hogs at Chicago moved up to 8.20c, a new high for season, and best levels since May, 1931. Upturn brought about very little enlargement, if any, in hog receipts. Some contended that corn and hogs were still apart as far as a favorable feeding differential were concerned. Average price of hogs at Chicago moved up to 7.75c, compared with 7.20c the previous week, 3.45c a year ago, 3.10c two years ago and 4.05c three years ago.

Average weight of hogs received at Chicago last week was slightly better than of late at 220 lbs., against 218 lbs. the previous week, but was lighter compared with the 226 lbs. a year ago, and 230 lbs. two years ago.

Receipts of hogs at western packing points last week were 326,035 head, compared with 238,000 head the previous week and 443,200 head the same time last year.

Fat Distribution Good

Considerable continues to be heard relative to the fact that cotton oil prices are low compared to lard. Both oil and lard, have been discounting, in the main, the outlook for smaller production. Indications are that the decrease in production of lard will be greater than that of oil. Both commodities and also butter appear to be experiencing a satisfactory distribution, particularly cotton oil.

From this time forward a great deal depends on the attitude of hog raisers. Likewise, developments in hogs will cut considerable figure. A prominent western statistician estimated that on Jan-

uary 1, this year, farm stocks of corn were between 700 million and 750 million bu., compared with 1,425 million bu. the same time last year. Other feedstuffs are also scarce.

PORK—Demand was fairly good at New York, and market was stronger. Mess was quoted at \$26.25 per barrel; family, \$26.50 per barrel; fat backs, \$22.50@26.00 per barrel.

LARD—Demand was fairly good at New York, and market was firm. Prime western was quoted at 11.20@11.30c; middle western, 11.20@11.30c; New York City tierces, 10% nominal; tubs, 13% sales, refined Continent, 11%@11% c; South America, 11%@11% c; Brazil kegs, 12@12% c; compound for export, car lots, 13c; smaller lots, 13% c; domestic compound, 1/4 c more.

At Chicago, regular lard in round lots

was quoted at January price; loose lard, 47% c under January; leaf lard, 30c under January.

BEEF—Market was quiet but steady at New York. Mess was nominal; packer, nominal; family, \$17.00@18.00 per barrel nominal; extra India mess, nominal.

(See page 37 for later markets.)

MEAT AND LARD EXPORTS

Exports of lard, bacon and hams through the port of New York during the first four days of the current week totaled 568,125 lbs. of lard and 302,680 lbs. of meat.

Lard exports from the United States for the full week ended Jan. 5, 1935, totaled 2,673,930 lbs. against 7,452,136

Hog Cutting Losses Increase

HIGHER costing hogs and weakness in the market for fresh pork loins and some other fresh cuts resulted in increasing losses in the cut-out value of hogs. At Chicago the hog market reached the highest level in three and one-half years on considerably larger receipts than those of a week ago but much smaller than in the like period a year ago.

General quality of hogs was fairly good. Packing sows were in strong demand and showed considerable price increase over a week ago. Light hogs moved out to shippers on good demand but medium and heavyweight butchers held close to the top of the market and moved more slowly, considerable numbers being held over from day to day.

Top for the week at \$8.20 was the highest price paid since July 31, 1931, and was within 30c of the top for that year. A year ago the top was \$3.75, two years ago \$3.35, three years ago \$4.35 and four years ago \$8.25. The

low top of \$8.05 was paid on Tuesday, while the high was made on the two closing days of the period. The high average of \$7.80 was made on the last two days of the period and the low of \$7.75 on the first two. At times during the week prices at certain western markets were higher than Chicago, a condition which may be repeated during the season owing to the scarcity of hogs in the territories feeding these markets.

Receipts at the seven principal markets for the four-day period totaled 212,000 head against 185,000 a week earlier which included New Year holiday and 420,000 in the like period a year ago.

The following test is worked out on the basis of well finished hogs of the weights shown. Prices are averages of those reported in THE NATIONAL PROVISIONER DAILY MARKET SERVICE for the four-day period. Average costs and credits are used.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$2.22	\$2.34	\$2.37	\$2.31
Picnics	.59	.56	.54	.51
Boston butts	.65	.65	.65	.65
Pork loins	1.75	1.60	1.51	1.31
Bellies, light	2.15	2.17	1.60	.40
Bellies, heavy	...	...	.56	1.55
Fat backs	...	...	.35	.68
Plates and jowls	.20	.24	.24	.32
Raw leaf	.25	.25	.25	.25
P. S. lard, rend. wt.	1.45	1.66	1.51	1.41
Spareribs	.16	.16	.16	.16
Regular trimmings	.40	.38	.36	.36
Feet, tail, neckbone	.07	.07	.07	.07
Total cutting value (per 100 lbs. live wt.)	\$9.89	\$10.08	\$10.17	\$10.07
Total cutting yield	67.00%	68.00%	69.50%	71.00%
Crediting edible and inedible offal values to the above totals and deducting from these the cost of well finished live hogs of the weights shown, plus all expenses, including the processing tax of \$2.25 per hundred live weight, the following results are secured:				
Loss per cwt.	\$.44	\$.50	\$.40	\$.58
Loss per hog	\$.75	\$1.00	\$1.15	\$1.50



A Efficiency Plus

DELMANN
Plus a finer, juicier, better looking product—a product that brings greater sales volume. And this at the lowered cost which comes with the high efficiency that has made ADELMANN equipment the outstanding favorite with meat packers.

A Liberal Trade-In Allowances

Send today for schedule of liberal trade-in allowances and valuable booklet containing helpful hints and listing the complete ADELMANN line.

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Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities
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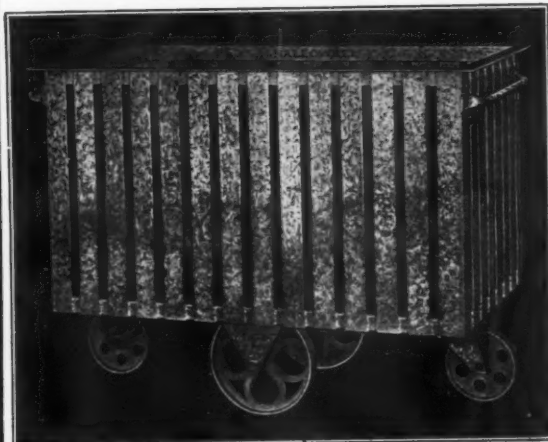
Our customers get new developments first—because important developments in the field are exclusively *ours*! That's why you can't afford not to use the services we offer!

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Selling Agent

THE ADLER COMPANY
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The World's Largest Knitters of Stockinette Fabrics

"HALLOWELL"



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Fig. 1208 "Hallowell" Slatted Truck

Just the truck for handling bulky hams and the like. Slats are welded to solid steel truck platform; at top to flanged frame. Push handles either end. Welded throughout—hot-dip galvanized. Easy to keep clean.

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NEW YORK
SAN FRANCISCO
ST. LOUIS

lbs. for the same week in 1934. For the packer year to date, exports of lard have totaled 37,558,038 lbs. against 85,392,579 lbs. in the like 1933-34 period.

Bacon and ham exports for the week ended Jan. 5, 1935, totaled 3,427,200 lbs. against 2,939,000 lbs. for the corresponding week in 1934. For the packer year to date, exports of these products totaled 21,617,150 lbs. against 21,303,750 lbs. for the period from Nov. 1, 1933, to Jan. 6, 1934.

MEAT EXPORTS IN NOVEMBER

Meat exports from the United States during November totaled 13,250,162 lbs., of which 9,714,305 lbs. went to the United Kingdom. Export of the different items during the month and their valuation were as follows:

	Quantity.	Valuation.
	Lbs.	
Carcasses, fresh or frozen..	138,260	\$13,583
Loins and other pork, fresh or frozen ..	4,109,405	569,154
Ham and shoulders, cured..	6,647,632	969,827
Bacon ..	874,438	110,884
Cumberland and Whitefishes ..	37,078	5,764
Other pork, pickled or salted ..	1,222,832	44,529
Sausage, not canned ..	220,517	33,025
Beef and veal, fresh or frozen ..	377,026	96,823
Beef and veal, pickled or cured ..	1,251,205	32,235
Mutton and lamb ..	922,681	82,605
Kidneys ..	790,794	71,848
Livers ..	802,539	107,989
Tongues ..	378,360	27,018
Sausage ingredients ..		
Total ..	17,835,011	\$2,268,735

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Jan. 5, 1935:

PORK.	Week ended Jan. 5, 1935, bbls.	Week ended Jan. 6, 1935, bbls.	Nov. 1, 1934 to Jan. 5, 1935, bbls.
Total ..	203	500	442
United Kingdom ..	203	67	67
Continent ..			

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total ..	3,427	2,939	21,617
United Kingdom ..	3,413	2,510	20,963
Continent ..	13	362	542
West Indies ..	1	5	21
B. N. A. Colonies ..	2	2	91
Other countries ..			

LARD.

	M lbs.	M lbs.	M lbs.
Total ..	2,673	7,452	37,558
United Kingdom ..	2,482	6,355	33,414
Continent ..	189	933	2,839
Sth. and Ctl. America ..	2	28	606
West Indies ..	2	28	606
B. N. A. Colonies ..			12
Other countries ..			3

TOTAL EXPORTS BY PORTS.

From	Bacon and Hams, bbls.	Lard, M lbs.
New York ..	204	480
Philadelphia ..		101
St. John, N. B. West ..	2,500	1,107
Halifax ..	723	976
Total week ..	3,427	2,673
Previous week ..	2,751	2,489
2 week ago ..	55	2,221
Cor. week 1933 ..	203	2,939

SUMMARY OF EXPORTS FROM NOVEMBER 1, 1934, TO JANUARY 5, 1935.

	1933 to 1934 to 1934, 1935.	De-crease.
Pork, M lbs. ..	101	225
Bacon and Hams, M lbs. ..	21,617	21,303
Lard, M lbs. ..	37,558	85,392

WHEN YOU WANT A GOOD MAN read the Classified advertising pages of THE NATIONAL PROVISIONER.

Week ending January 12, 1935

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, JANUARY 5, 1935.

	Open.	High.	Low.	Close.
LARD—				
Jan.	12.85	.....	.....	12.85
Mar.	13.05	.....	.....	13.05
May	13.20	13.20	13.12½	13.20ax
July	13.35	13.37½	13.27½	13.35-13.37½
Sept.	13.40-13.37½	13.45	13.37½	13.45b
CLEAR BELLIES—				
Jan.	16.37½	.....	.....	16.37½
May	16.65	.....	.....	16.65
July ....	.....	.....	.....	16.85ax

MONDAY, JANUARY 7, 1935.

	Open.	High.	Low.	Close.
LARD—				
Jan.	12.97½	13.00	12.92½	12.92½b
Mar. ....	.....	.....	.....	13.10n
May	13.25	13.25	13.25	13.27½-30
July	13.45	13.52½	13.42½	13.47½b
Sept.	13.55	13.60	13.55	13.57½
CLEAR BELLIES—				
Jan. ....	.....	.....	.....	16.42½b
May	16.80	16.87½	16.80	16.85ax
July	17.07½	17.07½	17.00	17.00

TUESDAY, JANUARY 8, 1935.

	Open.	High.	Low.	Close.
LARD—				
Jan.	12.92½	12.95	12.90	12.90b
Mar. ....	.....	.....	.....	13.10n
May	13.30-27½	13.32½	13.20	13.27½ax
July	13.47½	13.47½	13.37½	13.40b
Sept.	13.50	13.50	13.47½	13.47½
CLEAR BELLIES—				
Jan. ....	.....	.....	.....	16.45b
May	16.85-87½	16.87½	16.65	16.77½
July	16.80	16.92½	16.80	16.92½b

WEDNESDAY, JANUARY 9, 1935.

	Open.	High.	Low.	Close.
LARD—				
Jan.	13.00	.....	.....	13.00ax
Mar. ....	.....	.....	.....	13.10n
May	13.35	13.35	13.27½	13.27½b
July	13.47½-50	13.52½	13.42½	13.42½b
Sept.	13.52½	13.60	13.52½	13.55ax
CLEAR BELLIES—				
Jan. ....	.....	.....	.....	16.50b
May	16.80	16.80	16.80ax	16.80ax
July	17.00	17.00	16.92½	16.92½

THURSDAY, JANUARY 10, 1935.

	Open.	High.	Low.	Close.
LARD—				
Jan.	13.05	.....	.....	13.05ax
Mar. ....	.....	.....	.....	13.15n
May	13.30	13.35	13.25	13.30ax
July	13.47½	13.50	13.42½	13.45b
Sept.	13.55	13.55	13.52½	13.55ax
CLEAR BELLIES—				
Jan.	16.50	16.50	16.40	16.40b
May	16.75	16.75	16.65	16.65b
July	16.75	16.80	16.75	16.80b

FRIDAY, JANUARY 11, 1935.

	Open.	High.	Low.	Close.
LARD—				
Jan.	13.10	13.10	12.77½	12.77½ax
Mar. ....	.....	.....	.....	12.90n
May	13.35	13.37½	13.02½	13.02½
July	13.50	13.50	13.17½	13.17½-20
Sept.	13.57½	13.57½	13.30	13.32½-30
CLEAR BELLIES—				
Jan.	16.27½	16.27½	15.90	16.00b
May	16.72½	16.72½	16.15	16.25ax
July	16.72½	16.72½	16.30	16.40ax

Key: ax, asked; b, bid; n, nom.; —, split.

MEAT IMPORTS AT NEW YORK

Principal meat imports at New York for the week ended Jan. 5, 1935, are reported as follows:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef ..		237,186 lbs.
Canada—Bacon ..		2,980 lbs.
Canada—Pork cuts ..		848 lbs.
Canada—Sausage ..		391 lbs.
Denmark—Ham ..		259 lbs.
England—Meat paste ..		100 lbs.
England—Turtle soup ..		100 lbs.
France—Liverpaste ..		423 lbs.
Germany—Sausage ..		1,750 lbs.
Germany—Smoked pork ..		2,250 lbs.
Holland—Sausage ..		1,000 lbs.
Holland—Smoked ham ..		114 lbs.
Hungary—Sausage ..		550 lbs.
Italy—Sausage ..		1,135 lbs.
New Zealand—Edible mutton tallow ..		11,284 lbs.
Poland—Smoked ham ..		12,030 lbs.
Uruguay—Canned meats ..		61,944 lbs.

CASH PRICES

Based on actual carlot trading Thursday, January 10, 1935.

REGULAR HAMS.

	Green.	*S. P.
8-10 ..	16½	14½
10-12 ..	16½	14½
12-14 ..	17	15
14-16 ..	17½	15½
16-18 range ..	17	.....

BOILING HAMS.

	Green.	*S. P.
16-18 ..	18	16½
18-20 ..	18	16½
20-22 range ..	18	.....

SKINNED HAMS.

	Green.	*S. P.
10-12 ..	16½	16
12-14 ..	17½	16½
14-16 ..	18½	17½
16-18 ..	18½	17½
18-20 ..	18½	18
20-22 ..	17½	15½
22-24 ..	16½	14½
24-26 ..	15½	14½
26-30 ..	15	14
30-35 ..	14½	13½

PICNICS.

	Green.	*S. P.
4-6 ..	10½	10
6-8 ..	10½	10
8-10 ..	10½	10
10-12 ..	10½	10
12-14 ..	10½	10

Short shank ¼c over.

BELLIES.

(Square cut seedless)
(S. P. ¼c under D. C.)

	Green.	*D. C.
6-8 ..	19½	19½
8-10 ..	19½	19½
10-12 ..	19½	19½
12-14 ..	20	19½
14-16 ..	20	19½
16-18 ..	20	19½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16 ..	16½	.....
16-18 ..	16½	.....
18-20 ..	16½	.....
20-25 ..	16½	16½
25-30 ..	16½	16½
30-35 ..	16½	16
35-40 ..	16	15½
40-50 ..	15½	15½
50-60 ..	15½	15½

D. S. FAT BACKS.

6-8 ..	11
8-10 ..	11½
10-12 ..	12½
12-14 ..	13½
14-16 ..	14
16-18 ..	14½
18-20 ..	14½
20-25 ..	14½

OTHER D. S. MEATS.

Extra Short Cleats ..	35-45	15½n
Extra Short Ribs ..	35-45	15½n
Regular Plates ..	6-8	11½
Clear Butts ..	4-6	10½
Jowl Butts ..		11
Green Square Jowls ..		14
Green Rough Jowls ..		11½

LARD.

Prime Steam, cash ..	13.02½b
Prime Steam, loose ..	12.80
Refined, boxed, N. Y.—Export ..	unquoted
Neutral, in tierces ..	14.75
Raw Leaf ..	13.00n

GERMAN HOGS AND LARD

Top hogs at Berlin were quoted at \$16.61 per cwt. on December 26, 1934, as compared with \$16.33 a week earlier and \$16.27 at the same time in 1933. Lard in tierces at Hamburg was quoted at \$22.80 compared with \$22.95 the previous week and \$11.57 on December 23, 1933.



Sausage Stick
Hanging Truck

ALL STANDARD EQUIPMENT

can be made to your order on short notice and shipped promptly. This is just another reason for buying GLOBE equipment, already noted for sturdy construction, reasonable cost and long, useful life.

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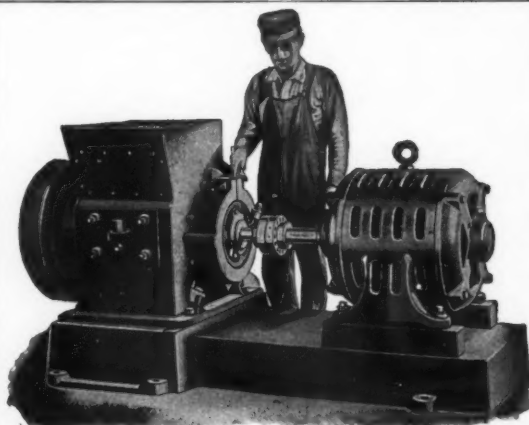
Sausage Stuffing
Table fitted with ad-
justable legs, stain-
less steel top. Many
other types and
sizes!



An unretouched photo of floor section that was later saved with Cleve-O-Cement. (See picture below.)

No need to dig-up and relay a broken cement floor. With Cleve-O-Cement, crumbled, rutted, chuck-holed floors can be repaired to new usefulness. Cleve-O-Cement is different from any material you ever heard about. Applied in the afternoon, it dries hard as flint overnight, ready for heavy traffic. Waterproof and acid resistant. Unaffected by freezing temperatures. Biggest plants in dairy and meat packing industries recommend it. Write for information.

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Heavier and more dependable construction and many exclusive improvements have made Williams Hammer Mills an overwhelming favorite with American packers and renderers. Grind tankage, bones, greasy cracklings and hash dry rendering materials. 30 sizes and types. For screening greasy cracklings and tankage, let us tell you about the "Full-Floating" Vibrating Screen.

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There is a PETERS Packaging Machine that exactly fits your production, definitely solves your packaging problem. Starting with the low-cost PETERS Junior there are machines in all sizes for forming and lining or folding and closing cartons, with hand or automatic feed. You can modernize your packaging department, *step by step* with PETERS—and let economies pay the cost of installation!

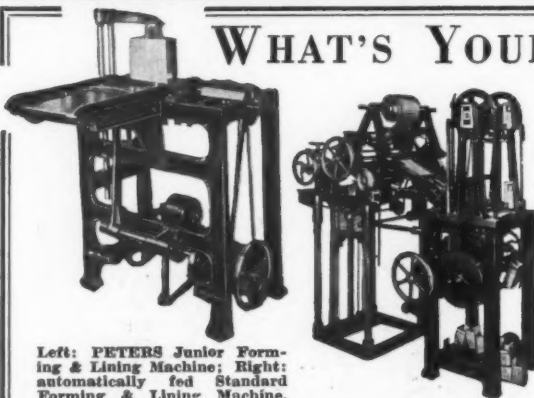
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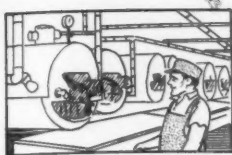
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Chicago, Illinois

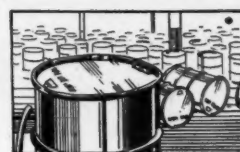


Left: PETERS Junior Forming & Lining Machine; Right: automatically fed Standard Forming & Lining Machine.



Tallows and Greases

Weekly Market Review



TALLOW—A very strong situation existed in tallow at New York the past week, prices moving up to 5½c f.o.b. for extra, the best levels of the upturn. Market was aided by limited offerings, a scattered demand, and strength in tallow in the West. It was estimated that 1,000,000 to 1,500,000 lbs. changed hands. Reports were current of sales at 6c Chicago and Cincinnati for prime tallow, equal to extra New York, and later reports had it that 6¼c delivered have been bid at Chicago and Cincinnati and refused.

At New York, stuff that has been offering at 5½c f.o.b. was withdrawn, sellers asking 6¼c f.o.b. It was apparent that market was quite bare of offerings and that consumers needing supplies were forced to meet sellers' ideas. Stronger cattle markets attracted some attention, as did firmness in edible and inedible greases generally. At New York, special was quoted at 5½@5¾c; extra, 5%@5½c f.o.b.; edible, 7%@8c nominal.

At Chicago, market was very firm, with scarcity of offerings a feature. Producers were asking higher prices for both nearby and later deliveries. At Chicago, edible was quoted at 7%@8c; fancy, 6¼@6½c; prime packer, 6¼@6½c; special, 5%@6c; No. 1, 5%@5½c.

At the London auction this week, 313 casks were offered and 236 sold at prices 6d@1s higher than previous week. Mutton was quoted at 22s 6d@23s 6d; beef, 22s 6d@24s 6d; mixed, 21s@22s 6d. At Liverpool, Argentine beef tallow, January-February, was 6d higher, at 23s 9d, while Australian tallow at Liverpool, January-February, was up 6d at 23s 9d.

STEARINE — Market was rather quiet at New York but maintained a firm tone. Oleo was quoted at 9¼@9½c. At Chicago, a firm but quiet market was reported, with oleo quoted at 9c.

OLEO OIL—Routine developments featured this market and a firm tone prevailed at New York where extra was quoted at 10¼@10½c; prime, 9½@10c; lower grades, 9¼c.

At Chicago, market was moderately active and firm, with extra quoted at 10c.

(See page 37 for later markets.)

LARD OIL — Demand was fair at New York, and market moved up ½c lb. or more. Undertone was strong. No. 1 in barrels was quoted at 8¼c; No. 2, 8c; extra, 9c; extra No. 1, 8¼c; winter strained, 9¼c; prime, 14¼c.

NEATSFOOT OIL — Demand was fairly good at New York and market was unchanged to ¼c higher than previous week.

Cold pressed was quoted at 16½c; extra, 9c; No. 1, 8½c; pure, 12c.

GREASES—A strong situation prevailed in the market for greases at New York, with a fairly good business passing at times. Prices were ¼@½c better than previous week. Yellow and house grease sold at 5½c, and sellers raised their ideas ¼c above that level.

At New York, yellow and house were quoted at 5½@5¾c; A white, 5%@5½c; B white, 5½@5¾c; choice white, 6½c nominal.

At Chicago, greases were very firm but only moderately active owing to scarcity of offerings and higher ideas on the part of holders for both prompt and later deliveries. At Chicago, brown was quoted at 4¼@4½c; yellow, 5¼@5½c; B white, 5½c; A white, 6c; choice white, all hogs, 6%@6½c.

BY-PRODUCTS MARKETS

Chicago, Jan. 10, 1935.

Blood

Blood market is stronger; demand continues good.

	Unit
Ground	Ammonia.
Unground	\$ 3.55@3.80
	3.50@3.75

Digester Feed Tankage Materials

Last trading in unground 11 to 12 percent was at \$3.25@3.40. Demand not brisk.

	Unit
Unground, 10 to 12% ammonia	\$3.25@3.40 & 10c
Unground, 8 to 10%	3.40@3.55 & 10c
Liquid stick	2.50

Dry Rendered Tankage

Offerings limited and market strong.

Hard pressed and exp. unground per unit protein	\$.65@.70
Soft prod. pork, ac. grease & quality, ton	@50.00
Soft prod. beef, ac. grease & quality, ton	@45.00

Packinghouse Feeds

Demand continues good. Prices about \$5.00 higher.

	Carlots.
Digester tankage meat meal 60%...	\$50.00
Meat and bone scraps, 50%	@50.00
Steam bone meal, 65%, special feeding, per ton	@35.00
Raw bone meal for feeding	@35.00

Fertilizer Materials

Trading small due to limited offerings.

High grd. tankage, ground, 10@12% am.	@\$2.60 & 10c
Bone tankage, ungrd., low gd., per ton	@15.00
Hoof meal	2.60@2.70

Horns, Bones and Hoofs

Little change; prices largely nominal.

Horns, according to grade	\$55.00@85.00
Mfg. shin bones	55.00@85.00
Cattle hoofs	@25.00
Junk bones	@14.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades)

Market unchanged.

Steam, ground, 3 & 50	\$16.50@17.00
Steam, unground, 3 & 50	@13.00

Gelatine and Glue Stocks

Car lots of calf trimmings, calf and hide trimmings mixed, and sinews and pizzles continue in demand. Prices nominal.

Klp stock	\$10.00
Calf stock	@18.00
Sinews, pizzles	@10.00
Horns, piths	@18.00
Cattle jaws, skulls and knuckles	17.00@17.50
Hide trimmings (new style)	@8.00
Hide trimmings (old style)	@8.00
Pig skin scraps and trim, per lb.	0@6¼

Animal Hair

Market nominal.

Summer coil and field dried	@ ¼cn
Winter coil dried	@ 2¼cn
Processed, black, winter, per lb.	@ 6¼cn
Processed, grey, winter, per lb.	@ 5¼cn
Cattle switches, each*	1¼@2c

*According to count.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: January to June, 1935, inclusive	@\$24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal
Blood dried, 16% per unit	@ 3.25
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	nominal
Fish meal, foreign, 11¼% ammonia, 10% B. P. L., c.i.f.	@ 34.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.00 & 50c
Soda nitrate, per net ton; bulk	
January to June, 1935, inclusive, in 200-lb. bags	@ 23.50
in 100-lb. bags	@ 24.80
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.75 & 10c
Tankage, unground, 9@10% ammonia, 15% B. P. L. bulk	2.35 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 23.50
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@ 25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.50

Potash Salt.

Manure salt, 30% bulk, per ton	@ 12.90
Kalnit, 14% bulk, per ton	@ 8.50
Muriate in bulk, per ton, 40c unit K ₂ O	
Sulphate in bags, per ton	@ 35.00

Shipment January to April, 1935.

Dry Rendered Tankage.

50% unground	@ .60
60% ground	@ .70

GEO. H. JACKLE

Broker

Tankage, Blood, Bones
Cracklings, Bonemeal
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Jan. 9, 1935.

Dried blood is held at \$3.25 per unit f.o.b. New York for January shipment but the highest price at which sales have been made so far is \$3.00 per unit, f.o.b. New York. South American sold at \$3.00 per unit, c.i.f. a Gulf port with a little higher price now being quoted.

Ground tankage is held at \$2.75 and 10c with the last sale having been made at \$2.65 and 10c f.o.b. New York. Unground tankage sold this week at \$2.35 and 10c f.o.b. local shipping points. The demand for both tankage and blood is very light.

Dry rendered tankage has been selling at advanced prices in fair volume.

Japanese sardine meal is a little lower in price, being offered at \$34.00 per ton c.i.f. Atlantic coast ports.

FAT MARKETS IN FRANCE

(Special Report to The National Provisioner.)

Paris, December 29, 1934.

Prices of French lard have continued to drop heavily since last month. Large export sales have been made from 200 to 210 francs per 100 kilos and sellers are now asking 250 francs.

The firmness continued in cotton oil and English and Dutch choicest edible grades are now quoted 28 pounds per ton in barrels, c.i.f. French ports, viz., a new advance of 3 pounds.

Paris official quotations for technical tallow remained unchanged at 115 francs per 100 kilos during the month of December. Sales of edible tallow were made at 150 francs per 100 kilos in tierces or cotton oil barrels, for French ports.

WEEKLY WOOL REPORT

Fleeced wools are selling a little more freely than last week although the volume of sales is still rather moderate. A number of houses are moving small quantities of fine Ohio delaine or 64's and finer strictly combing fleeces at 27 @28c in the grease. Strictly combing 58's, 60's 1/2-blood, Ohio wools bring 28@29c in the grease. In the medium grades, only 56's, 3/4-blood is having a call for any appreciable quantity and sales of Ohio lines are being closed at 28@29c in the grease for strictly combing staples and at 26@27c for clothing. The week's quotations follow:

Domestic Fleeces, grease basis—	
Ohio & Penn., fine clothing.....	22@23
Ohio & Penn., fine delaine.....	27@28
Ohio & Penn., 1/2-blood, combing.....	28@29
Ohio & Penn., 1/2-blood clothing.....	23@24
Ohio & Penn., 3/4 combing.....	28@29
Ohio & Penn., 3/4 clothing.....	27@28
Ohio & Penn., 1/2 clothing.....	24@25
Low, 1/2 combing.....	24@25
Territory, clean basis—	
Fine staple.....	75@77
Fine French, combing.....	68@73
Fine, fine medium, clothing.....	65@66
1/2-blood, staple.....	72@74
1/2-blood, staple.....	65@67
Low, 1/2-blood.....	55@56
Texas, clean basis—	
Choice, 12 months.....	73@75
Average, 12 months.....	68@70
Fine, 8 months.....	63@65
Fall.....	53@55

OLEO PRODUCTS EXPORTED

Exports of oleo oil, oleo stock and oleo stearine from the United States during November, 1934:

	Oleo oil, lbs.	Oleo stock, lbs.	Oleo stearine, lbs.
Belgium.....	154,207	104,580	.....
Denmark.....	328,869	79,659	.....
Germany.....	58,737	.....	.....
Greece.....	21,000	.....	.....
Irish Fr. State.....	50,220	.....	5,854
Netherlands.....	352,246	40,015	39,205
Norway.....	.....	37,853	.....
Sweden.....	19,178	120,177	.....
Switzerland.....	39,373	102,046	.....
United Kingdom.....	1,170,175	128,055	124,091
Mexico.....	11,297	.....	.....
Hong Kong.....	25,791	.....	.....
Others.....	12,049	200	.....
Total.....	2,243,672	613,194	229,750
Value.....	\$198,859	\$56,604	\$17,638

CASINGS IMPORTS AND EXPORTS

Imports and exports of casings during November, 1934, with countries of origin and destination, are reported as follows:

IMPORTS.		Wessands, bladders, intestines, lbs.	Others, lbs.
	Sheep, lamb and goat, lbs.		
France.....	5,041	.....	3,549
Germany.....	.....	.....	7,364
Canada.....	14,223	2,000	219,332
Argentina.....	59,724	3,823	169,441
Brazil.....	.....	8,184	5,280
China.....	24,552	.....	36,432
Iraq.....	19,067	.....	.....
Persia.....	24,850	.....	.....
Australia.....	114,876	.....	13,094
New Zealand.....	19,486	.....	.....
Morocco.....	27,481	.....	10,186
Others.....	32,248	.....	.....
Total.....	341,378	14,007	465,248
Value.....	\$438,891	\$2,316	\$73,548
EXPORTS.			
Belgium.....	25,624	344,181	285
Denmark.....	35,887	517,154	.....
Finland.....	.....	10,000	.....
France.....	2,367	39,945	23,509
Germany.....	10,076	453,480	8,983
Italy.....	9,049	140,944	5,391
Netherlands.....	70,140	128,254	.....
Norway.....	.....	31,067	.....
Pol. & Danz.....	6,070	70,990	.....
Spain.....	89,959	349,870	.....
Sweden.....	.....	118,504	9,000
Switzerland.....	.....	26,776	.....
United Kingdom.....	247,650	11,866	8,094
Canada.....	120,214	29,187	23,911
Australia.....	91,447	.....	636
New Zealand.....	31,007	.....	3,390
Un. of S. Africa.....	11,711	.....	.....
Others.....	913	6,128	1,872
Total.....	752,714	2,278,465	85,137
Value.....	\$348,881	\$185,506	\$39,204

TAX SALES TO EMPLOYEES

Manufacturers and jobbers who make a practice of selling their own merchandise to employees, whether at retail prices or at an employee discount, will be subject in Indiana to the one per cent retail gross income tax on such sales, according to a ruling of the state department. Not only that, but if such practice is made, the management must take out a retail store permit, costing \$3 a year. In the regular channels of trade manufacturers and jobbers are taxed only one-fourth of one per cent, but the state tax department has ruled that employee sales put them in the retail class so far as those particular sales are concerned. The department says "the manner of sale, whether wholesale or retail, determines the rate of gross income taxation, regardless of occupation of the taxpayer."

COTTON OIL TRADING

COTTONSEED OIL — Store oil demand was good at New York, and market was strong with futures. Crude oil was 9 1/2c bid; 9 3/4c asked.

Market transactions at New York:

Friday, January 4, 1935

		Range		Closing	
Sales.	High.	Low.	Bid.	Asked.	
Spot.....	.....	.....	a	.....	.....
Jan.....	.....	.....	1096	a	1117
Feb.....	.....	.....	1090	a	nom.
Mar.....	15	1095	1090	1089	a 1091
Apr.....	.....	.....	1090	a	1100
May.....	39	1104	1091	1094	a trad
June.....	.....	.....	1095	a	1105
July.....	23	1108	1096	1098	a 1100
Aug.....	.....	.....	1100	a	1110

Sales, 78 contracts; crudes, 9 1/2c bid.

Saturday, January 5, 1935

Spot.....	.....	a	.....
Jan.....	.....	1096	a 1120
Feb.....	.....	1075	a nom.
Mar.....	8	1092	1087 1085 a 1088
Apr.....	.....	1080	a 1095
May.....	25	1097	1084 1087 a 1088
June.....	.....	1088	a 1098
July.....	29	1101	1087 1090 a 87tr
Aug.....	.....	1088	a 1198

Sales, 62 contracts; crudes, 9 1/2c bid.

Monday, January 7, 1935

Spot.....	.....	a	.....
Jan.....	4	1120	1120 a trad
Feb.....	.....	1095	a Bid
Mar.....	12	1100	1090 1095 a 1098
Apr.....	.....	1095	a 1110
May.....	28	1107	1094 1099 a 1110
June.....	.....	1099	a 1110
July.....	23	1102	1095 1102 a trad
Aug.....	.....	1101	a 1112

Sales, 67 contracts; crudes, 9 1/2c bid.

Tuesday, January 8, 1935

Spot.....	.....	a	.....
Jan.....	.....	1106	a 1120
Feb.....	.....	1095	a Bid
Mar.....	1	1097	1097 1095 a 1098
Apr.....	.....	1095	a 1110
May.....	11	1100	1095 1099 a trad
June.....	.....	1097	a 1110
July.....	20	1103	1099 1101 a 1104
Aug.....	.....	1103	a 1115

Sales, 32 contracts; crudes, 9 1/2c bid.

Wednesday, January 9, 1935

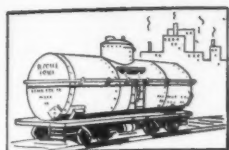
Spot.....	.....	a	.....
Jan.....	.....	1091	a 1115
Feb.....	.....	1085	a Bid
Mar.....	21	1099	1087 1090 a trad
Apr.....	.....	1088	a 1105
May.....	26	1103	1090 1091 a trad
June.....	.....	1090	a 1105
July.....	28	1105	1092 1092 a 1094
Aug.....	.....	1090	a 1105

Sales, 75 contracts; crudes, 9 1/2c bid.

Thursday, January 10, 1935

Jan.....	.....	1080	a 1105
Mar.....	.....	1090	1082 1084 a
May.....	.....	1092	1083 1084 a
July.....	.....	1094	1085 1086 a 1087

(See page 37 for later markets.)



Vegetable Oils

Weekly Market Review



Trade Fair—Market Strong—New Highs Recorded—Cash Trade Satisfactory—Crude Quiet and Firm — Washington Developments Awaited.

Cotton oil futures operations were not quite as active the past week as for some weeks past, but a good volume of trade was evident daily. There was no particular change in market's trend from that of past several months. Sufficient new buying developed from day to day to carry prices into new high grounds for the season, and market was stubborn to selling pressure, although it receded slightly from the highs.

Commission house trade was more mixed, with realizing in evidence at times. Professionals were inclined to play for a reaction, but the pit element ran quickly as soon as any important buying made its appearance.

The fact that lard and hogs moved into new high ground was of material aid to oil, but inherently the situation continued strong. Reports of cash oil and compound distribution were satisfactory. Crude oil was quiet but firm, and not pressing on the market. Foreign oils tended upwards generally, and in some cases sharply.

Large December Consumption

Some hesitancy was caused by the opening of Congress and there was a tendency to await Washington developments. The gold clause case, under consideration by the Supreme Court, was being watched. Some were of the opinion that a decision adverse to the Government would be inflationary and would have a stimulating influence on commodities. Others anticipated the decision would be in Government's favor and that it would have no effect marketwise.

Estimates on December oil consumption range from 200,000 to 275,000 bbls., some anticipating around 235,000 bbls., compared with 191,000 bbls. in December, 1933. Should consumption run around 235,000 bbls., or approximately 20 per cent ahead of the previous year, December would be the fifth month of comparatively large distribution this season.

These estimates served somewhat to quiet talk of imported oils hurting cotton oil distribution. As a matter of fact, reports from leading compound producers were that orders were running materially in excess of a year ago. In at least one instance there was talk of an impending advance in prices.

Imports of cotton oil last week were reported at 669,760 lbs., or 11 tanks at Los Angeles and 300 drums at San

Francisco. The oil arrived from Japan. Smallness of these imports attracted attention although it is conceded that possibly imports of other oils were materially larger than these figures.

Stocks Are Being Reduced

Cotton oil consumption continues at a good pace and stocks are being cut down rapidly. There is no question but what, from a demand standpoint, lard strength is aiding shortening distribution. Maintenance of corn and other feedstuffs values and the smaller number of hogs in the country than a year ago, point to maintenance of hog and lard values. Hogs reached a new top of 8.20c at Chicago this week, the best level since May, 1931. The season of the year is approaching when a decrease in slaughter supplies of hogs naturally takes place.

Butter moved into new high ground for the upturn, so that, all in all, edible fats continue to discount the prospective smaller production and satisfactory distribution.

COCOANUT OIL—A fairly good inquiry was reported in the market, and with offerings light a firm tone prevailed at New York. Prices were quoted at 4½c. Buyers and sellers were reported apart in their ideas, but with strength in other oils, coconut oil was firmly held.

CORN OIL—Last business reported at New York was at 9½c mills, a new high for move. Continued strength in cotton oil and other oils made for a firm market in corn oil at that level.

SOYA BEAN OIL — Reports were that 8c had been paid at New York, although confirmation was lacking. Market was quoted at 7.8@8c. Tone was firm and offerings moderate.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 10, 1935.—Cotton oil future were slightly easier on political uncertainties but offerings are light. Crude firm at 9½c lb. bid, 9½c lb. asked. Bleachable firm and better demand on account of small quantities of crude available. Orders for round lots of crude or refined would likely lead to quick advances both in this and foreign countries. Cotton seed firm to higher.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 9, 1935.—Prime cottonseed oil, 9½c lb.; forty-three per cent meal, \$39.00; hulls, \$12.00.

PALM OIL—A better demand and a higher range featured this market. At New York, Sumatra was up ¼c over previous sales and quoted at 4c, with some asking ¼c higher. African oils advanced 10 to 20 points, but quotations were more or less nominal.

PALM KERNEL OIL — Trade was reported light, but the market was steady and held at 4c c.i. f.

OLIVE OIL FOOTS — A better inquiry and strong cables made for a higher range in this market. At New York, buyers were indicating 7½c for nearby, with sellers holding for 8c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Trade was reported light, but market was firm and quoted at 9½c f.o.b. southern mills.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., Jan. 9, 1935.

The cottonseed meal futures market experienced another set-back on heavy liquidation and hedging pressure which carried March to a low of \$35.25, May to \$35.55 and August to a new season's low of \$35.00. Trading in both March and May was in good volume. The market closed at the lows of the day unchanged on October and from 50c to \$1.00 lower on the balance of the list.

Cotton seed held steady in the face of the decline in meal. Continued strength in oil is helping to maintain seed prices which closed quiet at unchanged bid prices on all months but October, which was 25c higher.

NOV. MARGARINE PRODUCTION

Margarine produced during November, 1934, with comparisons, is reported as follows by margarine manufacturers to the Bureau of Internal Revenue:

	Nov. 1934.	Nov. 1933.
	Lbs.	Lbs.
Production of uncolored margarine	28,638,793	23,724,099
Production of colored margarine	169,755	218,550
Total production	28,808,548	23,942,658
Percent increase, 13.42%		
Uncolored margarine withdrawn taxpaid	28,085,152	22,796,520
Colored margarine withdrawn taxpaid	57,962	39,540

VEGETABLE OIL EXPORTS

Exports of vegetable oils from the United States during November are reported as follows:

	Lbs.	Value.
Cottonseed oil, refined	279,824	\$276,738
Cottonseed oil, crude	8,731	752
Corn oil	49,848	3,241
Cocunut oil, inedible	3,227,804	99,236
Vegetable soap stock	2,597,208	91,160

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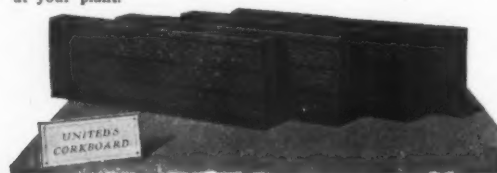
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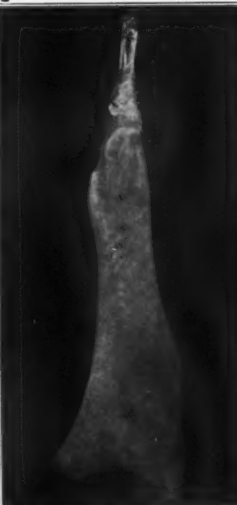
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WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were weaker the latter part of the week on scattered liquidation, easier hogs, lower grain markets and slightly larger reserves of farm corn than had been anticipated. Uncertainty over possible supreme court gold clause decision was also a factor. Top hogs at Chicago sold at \$8.10, which was 10c under top on January 10.

Cottonseed Oil

Cotton oil reacted with allied and outside markets, commission house liquidation and ring selling. Washington uncertainties had an influence. Crude quoted at 9½c bid.

Quotations on bleachable cottonseed oil at New York Friday noon were: Jan., \$10.65b; Mar., \$10.78@10.80; May, \$10.80; July, \$10.79@10.80.

Tallow

Tallow, extra, 5½c f.o.b.

Stearine

Stearine, 9¼@9½c.

Friday's Lard Markets

New York, Jan. 11, 1935.—Prices are for export; no tax. Lard, prime western, \$11.20@11.30; middle western, \$12.20@12.30; city, 10¼c; refined Continent, 11¼c; South American, 11¼c; Brazil kegs, 11¼c; compound, 13c in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, Jan. 11, 1935.

General provision market steady but dull; good demand for hams; fair demand for lard.

Friday's prices were: Hams, American cut, 93s; hams, long cut, 90s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 71s; Wiltshires, unquoted; Cumberlands, exhausted, Canadian Wiltshires, 76s; Canadian Cumberlands, 60s; spot lard, 60s.

LIVERPOOL PROVISION STOCKS

On hand January 1, 1935, estimated by Liverpool Trade Association:

	Jan. 1, 1935.	Dec. 1, 1934.	Jan. 1, 1934.
Bacon, lbs.	554,512	82,624	363,104
Hams, lbs.	432,090	971,264	18,596
Shoulders, lbs.	63,056	1,792	
Butter, lbs.	596,848	453,600	565,172
Cheese, lbs.	1,760,640	2,019,472	2,394,112
Lard, steam, tierces	1,734	1,471	1,022
Lard, refined, tons	3,229	4,314	3,297

LARD AND GREASE EXPORTS

Exports of lard from New York City, Jan. 1, 1935, to Jan. 9, 1935, totaled 742,966 lbs.; tallow, none; greases, none; stearine, none.

Livestock Prices Jump

Livestock prices took a sharp upward trend during the week just ended, top steers at Chicago bringing \$12.00, top hogs \$8.20 and top lambs \$9.50. The steer top was 85c higher than a week earlier, and the general market on fed steers and yearlings was 50c to 75c higher. Since the advance in the cattle market started three weeks ago, it has continued without interruption, and the market closed this week \$2.00 to \$3.00 higher than at the beginning of the rise.

Top in the hog market at \$8.20 was the highest since July 31, 1931, and compares with a top of \$3.75 a year ago, \$3.35 two years ago, \$4.35 three years ago and \$8.25 four years ago.

Lambs brought the highest price since June, and the price of slaughter ewes went to \$4.75.

HOGS LIGHTEST ON RECORD

Average hog weights at the leading Western markets averaged under 200 lbs. in December, 1934, which is believed to be the lowest weights marketed in history. Scarcity and high prices of feed resulted in the marketing of many light, unfinished hogs during that period. At six of these markets weights averaged from 12 to 38 lbs. lighter than a year ago. Average weights, with comparisons, were:

	Dec., 1934.	Dec., 1933.
lbs.	lbs.	lbs.
Chicago	212	227
Omaha	196	234
Kansas City	175	208
East St. Louis	213	211
St. Paul	205	212
St. Joseph	197	227
Sioux City	195	222

LIVESTOCK PRICES COMPARED

Average yearly prices of livestock at Chicago during 1934 compared with those of earlier years, are as follows:

	Native beef steers.	Fat cows and heifers.	Hogs.	Lambs.
1934	\$ 6.75	\$ 4.75	\$ 4.75	\$ 7.70
1933	6.45	4.20	4.00	6.40
1932	6.75	4.70	3.85	5.80
1931	8.10	5.75	6.20	7.00
1930	11.05	8.05	9.50	9.35
1929	13.40	9.70	10.20	14.30
1928	14.05	9.75	9.30	14.00
1927	11.70	7.90	10.05	13.90
1926	9.70	6.75	12.40	13.90
1925	10.55	6.30	11.80	15.50
1924	9.60	5.70	8.20	14.30
1923	9.65	5.95	7.55	13.50

GERMAN HOG PRICES UP

German hog prices advanced during November and heavy hogs at Berlin were quoted at an average of \$17.91 per cwt., which was about \$2.30 higher than the November, 1933, average. October receipts at 14 markets were 16 per cent larger than in the same month a year earlier. It is expected that slaughter supplies for the first half of 1935 will be relatively large.

BEEF AND VEAL AWARDS

Awards for slaughtering approximately 11,800 cattle and 6,885 calves daily and processing and canning the meat were made by the Federal Surplus Relief Corporation on January 5, under schedule 120. These awards cover activities during January, becoming effective January 5 and extending for 30 days.

Awards were made as follows:

Processor.	Canner.	No. Head daily.
		Cattle. Calves.
Armour and Company	Illinois	
St. Paul	Meat Co.	1,000
St. Paul	Republic	
	Food Products Corp.	333
East St. Louis	Illinois	
	Meat Co.	1,000
Kansas City	Armour and Company	1,687
Kansas City	Cudahy Pkg. Co.	833
Oklahoma City	Thrift Pkg. Co.	900
Okla. City and Fort Worth	Ratliff Pure Food Products Co.	1,400
Fort Worth	Thrift Packing Co.	516
Cudahy Pkg. Co.		
Kansas City	Cudahy Pkg. Co.	1,000
Hunter Pkg. Co.		
East St. Louis	Menges & Mangr, Inc.	800
East St. Louis	Hunter Packing Co.	500
Swift & Company		
St. Paul	Leonard Frank & Co.	35
Chicago	Libby, McNeill & Libby	3,000
Fort Worth	Libby, McNeill & Libby	1,350
Wilson & Co.		
Oklahoma City	Wilson & Co.	1,000
Total		11,799 6,885

Of the awards made, the charge for slaughtering and boning beef per hundredweight alive ranged from a low of .099 at Kansas City to a high of .39 at Oklahoma City.

Canning charges ranged from a low of .0314 to a high of .0403.

LIVERPOOL PROVISION PRICES

Prices for 100 lbs. of quality product at Liverpool on Dec. 26, 1934, with comparisons were as follows:

	Dec. 26, 1934.	Dec. 18, 1934.	Dec. 27, 1934.	Dec. 27, 1933.
American green bellies	Nom.	Nom.	Nom.	\$14.25
Danish green sides	\$18.97	\$18.99	\$18.99	17.90
Canadian green sides	16.65	16.68	15.93	
American short green hams	19.24	19.20	18.01	
American refined lard	11.69	10.96	6.54	

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Jan. 11, 1935, show exports from that country were as follows: To the United Kingdom, 79,251 quarters; to the Continent, 15,547. Exports the previous week were: To England, 97,811 quarters; to Continent, 9,261 quarters.

HULL OIL MARKETS

Hull, England, Jan. 10, 1935. — (By Cable.)—Refined cottonseed oil, 26s 9d; Egyptian crude cottonseed oil, 24s 6d.



Live Stock Markets

Weekly Review



CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Jan. 10, 1935.

CATTLE—Compared with last Friday: All grades steers, heifers and beef cows, 50@75c higher than week ago; low cutter cows, fully 25c higher; strongweight cutters and common kinds, 25@40c up; bulls, 25c higher; vealers, \$1.00@2.00 higher. Not many weighty steers in run, bulk scaling 1150 lbs. downward; relatively small beef tonnage a feature of sharply advancing market. Light steers sold up to \$12.00, compared with \$11.15 a week earlier and \$10.25 three weeks earlier. Average price steers advanced to approximately \$9.00, compared with \$7.14 early in December. Fed heifers, to \$9.75; light and mixed yearlings, to \$11.00; strictly good beef cows, to \$6.70; weighty sausage bulls, \$4.35; selected vealers, \$9.50. Practically everything sold on killer account.

HOGS—Compared with last Friday: Market generally 25c higher; packing sows, 40c up. Receipts were heavier than last week, but sharply below a year earlier; week's top, \$8.20, highest since July, 1931; closing bulk weights above 230 lbs., \$8.00@8.10; 180 to 230 lbs., \$7.75@8.00; 160 to 180 lbs., \$7.50@7.75; light lights, \$7.00@7.50; slaughter pigs, \$5.50@6.75; packing sows, \$7.40@7.60.

SHEEP—Compared with last Friday: Better grade slaughter lambs, strong to

15c higher; plainer offerings, weak; aged sheep, strong to 25c higher. Week's top lambs, \$9.50, new high since June, 1934; bulk better grades, \$8.75@9.40; plainer loads, around \$8.00@8.50 occasionally; clipped lambs, usually 75c under comparable woolskins; slaughter ewes, \$3.50@4.50; top, \$4.75.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Jan. 10, 1935.

CATTLE—Values ruled sharply higher. Beef steers, yearlings and fed heifers met active trade at around \$1.00 higher compared with last Friday. Some sales of inbetween grades of shortfed steers show even more advance. Choice 976-lb. yearlings scored \$11.10; choice 1,501-lb. beeves, \$11.00; most more desirable fed offerings, \$8.00@10.25; several lots warmed wheat pasture steers, \$4.75@7.25. Fat cows ruled mostly 50c higher; lower grades, strong to 25c up. Bulls advanced around 25c; vealers, 50c to \$1.00 up, with late top at \$8.00.

HOGS—Closing values are 20@30c higher than last Friday in spite of a 15@20c decline on final sessions. Mid-week top reached \$8.30 on choice offerings scaling above 200 lbs., but a similar kind had to sell at \$8.15 on close. Late sales of 180 lbs. up ranged from \$8.85@8.10; 140 to 170 lbs., \$7.25@7.75; packing sows, 50c higher at \$7.25@7.85.

SHEEP—Values are closing steady to 25c higher compared with last Friday. Shippers paid up to \$9.30 for choice fed lambs early in Thursday's session, but comparable kinds went to packers on close at \$9.00, latter price being week's top on natives. Best shorn lambs, up to \$8.50; mature sheep, 25@50c higher; best fat ewes, \$4.50.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Jan. 10, 1935.

CATTLE—Prices were carried to new high levels, with current prices mostly 50@75c above Friday of last week; instances fully \$1.00 up on medium grade yearlings. Heifers advanced in line with steers and cows and gained 25@50c, mostly 50c; cutter grades, strong to 25c higher. Bulls advanced 25@50c, beef bulls up most; vealers, mostly \$1.00 higher; several loads long yearlings and medium weight steers, \$11.25@11.50, latter price top and highest price since December, 1931.

HOGS—Compared with last Friday: Butchers, steady to 10c lower; sows, 25@35c higher; Thursday's top, \$7.85; bulk good and choice 200- to 325-lb. weights, \$7.75@7.85; 170 to 200 lbs., \$7.35@7.75; 140 to 170 lbs., \$6.25@7.35; slaughter pigs, \$5.00@6.00; sows, \$7.50@7.65; stags, \$6.00@7.00.

SHEEP—Mid-week session showed a sharp upturn as compared with last Fri-

HOGS — SHEEP — CALVES — CATTLE

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day, but Thursday's break cut down advance to 15@25c, as compared with last Friday. Aged sheep scored a 15@25c upturn. Thursday's bulk sorted native and fed woolled lambs, \$8.75@9.00; top, \$9.15; good and choice yearlings, \$6.75@7.50; good and choice ewes, \$3.00@3.90.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Jan. 10, 1935.

CATTLE—Compared with last Friday: Steers, mixed yearlings and heifers, \$1.00 higher; beef cows, 50c to \$1.00 higher; cutters and low cutters, 25c higher; bulls, 75c higher; vealers, \$1.00 higher. Top for choice 1,020-lb. yearling steers reached \$11.40; medium weight steers in good flesh, up to \$10.50; bulk steers, \$6.50@9.00; top heifers, \$8.75; best mixed yearlings, \$8.50; bulk of good and choice mixed yearlings and heifers, \$7.00@7.75; most medium fleshed kinds, \$5.25@6.50. Most beef cows cashed at \$3.00@4.75; top, \$6.25; cutters and low cutters, numerous at \$1.50@2.50; top sausage bulls, \$5.00 late in the period; top vealers, \$8.25.

HOGS—Porker prices rose to highest level since July, 1931, top reaching \$8.30, but reacted to finish steady to 15c higher for week. Late top, \$8.15; bulk of hogs, \$7.60@8.10; packing sows, \$6.60@6.85.

SHEEP—Fat lambs and yearlings ruled strong to 25c higher for week; other classes, steady. Lambs topped at \$9.75, bulk selling at \$8.75@9.25; yearlings, \$7.50@7.75; fat ewes, \$3.00@3.75.

SIoux CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Jan. 10, 1935.

CATTLE—Keen competition from all quarters lifted values 50c@1.00 higher than a week ago. Carlots of choice long yearlings reached \$11.00; small packages, \$11.25; numerous sales, \$8.50@10.50. Fat she stock showed 25@50c upturns; small lots heavy kosher heifers, up to \$9.00; beef cows, \$3.25@4.50; low cutters and cutters, \$2.00@2.75; medium bulls, 25@50c up, sales up to \$4.35; vealers, \$7.00

HOGS—Compared with last Friday: Butchers, steady; packing sows, 25c up. Thursday's top held at \$7.85; bulk butchers, 200-lb. up, \$7.75@7.85; good to choice 170 to 200 lbs., \$7.25@7.75; most 140 to 160 lbs., \$6.25@7.00; slaughter pigs, \$5.00@6.25; packing sows, \$7.10@7.25.

SHEEP—Bulk better native and fed lots, \$9.15@9.35. On close, buyers insisted on erasing previous price upturns with a few sales consummated \$9.00 and under. Yearlings held about steady; few good to choice, \$7.60; fat ewes, 25@35c up; few light weights, to \$4.35; most small packages, \$2.75@3.50.

ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., Jan. 9, 1935.

CATTLE—Slaughter steers and yearlings showed further strength today and are 25@50c or more higher for the week, she stock sharing in the advance. Common and medium steers brought \$4.50@6.50, good fed cattle being quotable around \$8.00 and better; choice long-feds upward to \$10.50 and above. Butcher heifers brought \$3.50@6.00; a few short feds to \$7.00; beef cows, \$2.75@4.25; good and choice, \$4.50@5.50; common and medium bulls, \$3.00@4.00; good to choice vealers, \$5.00@6.00; some choice 165 to 225 lbs., around \$6.50.

HOGS—Mid-week hog trade was strong to 25c higher, with better 210- to 325-lb. butchers at \$8.00@8.10, this being the first time since late 1930 that \$8.00 or better has been paid for hogs here. Better 170 to 200 lbs. brought \$7.75@8.00; 140 to 160 lbs., \$6.75@7.75; 100- to 130-lb. killer pigs, \$5.00@6.75; bulk good sows, \$7.25, some down to \$7.15 or below.

SHEEP—Lamb trade was very slow, better grades being steady to 15c higher at \$8.85@9.00, a sprinkling of others selling at \$6.00@7.50; heavy lambs, \$7.75@8.00; slaughter ewes, \$3.00@4.25.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Jan. 10, 1935.

Compared with last week's close, hog prices at 22 concentration points and 7 packing plants in Iowa and Minnesota were 15@25c higher. Late sales of good to choice 220 to 350 lbs. ranged \$7.70@8.10; bulk delivered at packinghouses, \$7.85@8.05; long railed consignments, to \$8.10, occasionally slightly higher; 200 to 220 lbs., mainly \$7.70@7.95; 180 to 200 lbs., \$7.50@7.75; 160 to 180 lbs., \$7.05@7.50; light lights, \$6.20@7.00; good packing sows, \$6.70@7.05.

Receipts unloaded daily for the week ended Jan. 10, 1935, were as follows:

	This week.	Last week.
Fri., Jan. 4.....	25,200	23,500
Sat., Jan. 5.....	18,200	19,600
Mon., Jan. 7.....	42,000	31,300
Tues., Jan. 8.....	17,800	11,200
Wed., Jan. 9.....	19,000	6,800
Thurs., Jan. 10.....	19,800	31,700

RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended January 5, 1935:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 5.....	190,000	333,000	192,000
Previous week	164,000	251,000	179,000
1934	163,000	529,000	263,000
1933	137,000	535,000	240,000
1932	204,000	808,000	426,000
1931	148,000	647,000	319,000

Hogs at 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 5.....	48,000	240,000	133,000
Previous week	109,000	175,000	126,000
1934	127,000	393,000	199,000
1933	103,000	385,000	178,000
1932	161,000	667,000	332,000
1931	118,000	528,000	268,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 5.....	48,000	240,000	133,000
Previous week	109,000	175,000	126,000
1934	127,000	393,000	199,000
1933	103,000	385,000	178,000
1932	161,000	667,000	332,000
1931	118,000	528,000	268,000

PACIFIC COAST LIVESTOCK

Livestock receipts at three large West Coast markets during the five-day period ended Jan. 4, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,534	208	455	300
San Francisco	1,200	100	2,500	2,200
North Portland	1,575	135	4,600	2,550

In addition to yards receipts at Los Angeles reported above, there were shipped direct 72 cars of cattle, 83 cars of hogs and 42 cars of sheep. San Francisco receipts reported include 50 cattle, 50 calves, 1,400 hogs and 1,250 sheep shipped direct to packers. Portland receipts include 416 hogs shipped direct.

U. S. INSPECTED HOG KILL

Inspected hog kill at 8 points during week ended Friday, Jan. 4, 1935:

	Week ended Jan. 4.	Prev. week.	Cor. 1933.
Chicago	94,426	72,298	146,144
Kansas City, Kans.	18,003	21,275	37,574
Omaha	11,826	13,153	36,586
St. Louis & East St. Louis ..	30,701	29,696	43,661
Sioux City	12,312	10,394	37,847
St. Joseph	10,784	11,435	24,542
St. Paul	28,790	16,208	50,142
N. Y. Newark & J. C.	37,109	47,422	46,321
Total	243,951	225,871	422,817

HOG RECEIPTS FOR 8 YEARS

Hog receipts at the seven principal markets in 1934 compared with those of earlier years are reported as follows:

	No. received.
1934	22,110,000
1933	26,549,000
1932	22,609,000
1931	26,154,000
1930	26,673,000
1929	28,720,000

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RECEIPTS AT CENTERS

SATURDAY, JANUARY 5, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	9,000	5,000
Kansas City	2,100	800	...
Omaha	1,000	700	...
St. Louis	400	3,500	100
St. Joseph	150	500	1,000
Sioux City	250	600	800
St. Paul	1,600	1,700	2,500
Fort Worth	1,300	800	200
Milwaukee	...	...	...
Denver	200	200	500
Louisville	100	300	500
Wichita	200	500	300
Indianapolis	100	2,000	100
Pittsburgh	100	800	...
Cincinnati	100	700	...
Buffalo	200	400	200
Nashville	200	400	200
Oklahoma City	200	200	100

MONDAY, JANUARY 7, 1935.

Chicago	14,500	26,000	20,000
Kansas City	17,500	3,000	6,000
Omaha	6,800	6,500	8,000
St. Louis	4,000	13,000	2,500
St. Joseph	1,700	2,500	3,500
Sioux City	4,000	4,500	5,500
St. Paul	3,500	5,500	4,500
Fort Worth	1,600	1,500	500
Milwaukee	900	2,900	800
Denver	1,400	2,800	2,500
Louisville	400	400	600
Wichita	300	800	400
Indianapolis	1,000	6,000	3,000
Pittsburgh	2,000	3,500	...
Cincinnati	1,600	3,300	300
Buffalo	100	4,800	2,600
Cleveland	700	600	1,800
Nashville	200	500	300
Oklahoma City	3,000	800	400

TUESDAY, JANUARY 8, 1935.

Chicago	8,500	26,000	8,000
Kansas City	4,900	1,500	5,000
Omaha	4,500	4,000	1,000
St. Louis	3,500	9,000	2,000
St. Joseph	1,500	2,000	1,500
Sioux City	2,000	4,500	4,000
St. Paul	3,000	8,000	1,500
Fort Worth	300	1,200	...
Milwaukee	100	2,000	200
Denver	500	1,400	1,400
Louisville	300	400	300
Wichita	500	700	400
Indianapolis	2,300	6,000	2,500
Pittsburgh	100	800	...
Cincinnati	500	2,900	200
Buffalo	100	1,000	200
Cleveland	300	200	1,100
Nashville	200	500	500
Oklahoma City	1,500	900	300

WEDNESDAY, JANUARY 9, 1935.

Chicago	10,300	19,000	8,000
Kansas City	3,800	1,500	5,000
Omaha	4,700	4,000	4,000
St. Louis	2,500	7,000	1,000
St. Joseph	1,400	1,500	1,500
Sioux City	2,500	4,500	4,000
St. Paul	2,800	7,500	1,500
Fort Worth	900	1,000	500
Milwaukee	1,400	2,000	300
Denver	500	100	5,400
Louisville	200	400	400
Wichita	400	300	500
Indianapolis	1,200	5,000	1,300
Pittsburgh	100	800	800
Cincinnati	700	2,500	300
Buffalo	100	1,000	600
Cleveland	200	400	1,000
Nashville	300	300	500
Oklahoma City	1,700	1,000	500

THURSDAY, JANUARY 10, 1935.

Chicago	8,500	21,000	12,000
Kansas City	3,000	1,500	5,000
Omaha	3,600	5,500	6,000
St. Louis	2,500	7,000	1,500
St. Joseph	1,700	1,500	1,500
Sioux City	3,000	5,000	7,000
St. Paul	2,700	6,500	1,500
Fort Worth	1,400	1,500	500
Milwaukee	1,000	2,000	200
Denver	700	1,000	9,300
Louisville	500	400	100
Wichita	400	500	400
Indianapolis	1,000	5,000	4,000
Pittsburgh	100	800	800
Cincinnati	1,000	2,400	300
Buffalo	100	200	200
Cleveland	300	400	1,200
Nashville	300	200	200
Oklahoma City	2,500	1,200	300

FRIDAY, JANUARY 11, 1935.

Chicago	3,000	17,000	11,000
Kansas City	2,500	2,000	2,500
Omaha	1,800	4,000	5,000
St. Louis	1,500	9,000	1,200
St. Joseph	1,200	2,000	1,500
Sioux City	2,000	4,000	4,000
St. Paul	3,000	8,000	1,500
Fort Worth	700	1,800	300
Denver	400	2,300	3,300
Wichita	800	800	900
Indianapolis	700	6,000	2,000
Pittsburgh	100	1,000	800
Cincinnati	1,100	2,500	400
Buffalo	200	1,000	400
Oklahoma City	1,800	1,300	400

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, Jan. 10, 1935:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs excluded):					
Lt. lt. (140-160 lbs.) gd.-ch.	\$7.00@7.60	7.50	\$6.25@7.25	\$7.25@7.75	\$8.50@7.50
Medium	6.75@7.35	7.40	6.50@7.15	6.50@7.50	6.00@7.25
Lt. wt. (160-180 lbs.) gd.-ch.	7.35@7.80	7.65	7.15@7.60	7.50@7.85	7.25@7.85
Medium	7.10@7.65	7.50	6.80@7.50	7.00@7.85	7.00@7.80
(180-200 lbs.) gd.-ch.	7.05@7.80	7.50	7.80	7.65@8.10	7.60@8.00
Medium	7.50@7.85	7.70	7.25@7.65	7.25@7.90	7.25@7.75
Med. wt. (200-220 lbs.) gd.-ch.	7.85@8.00	7.70	7.95	7.90@8.10	7.75@8.00
(220-250 lbs.) gd.-ch.	7.90@8.10	7.90	8.00	7.75@8.15	7.85@8.00
Hvy. wt. (250-290 lbs.) gd.-ch.	8.00@8.10	7.90	8.00	7.75@8.15	7.85@8.00
(290-350 lbs.) gd.-ch.	8.00@8.10	7.80	8.00	8.00@8.15	7.85@8.00
PACKING SOWS:					
(275-350 lbs.) good	7.40@7.75	6.75@7.10	7.50@7.65	7.65@7.85	7.25@7.35
(350-425 lbs.) good	7.40@7.60	6.65@6.90	7.50@7.65	7.50@7.75	7.15@7.35
(425-550 lbs.) good	7.35@7.50	6.80@6.75	7.40@7.65	7.50@7.75	7.00@7.25
(275-550 lbs.) medium	6.75@7.40	6.25@6.70	6.50@7.50	6.50@7.50	6.25@7.25
SLAUGHTER CATTLE, Calves and Vealers:					
(100-140 lbs.) gd.-ch.	5.25@7.25	5.00@7.00	4.75@6.50	4.50@7.25	5.00@7.00
Medium	4.50@7.00	4.50@6.85	4.25@6.25	3.50@6.75	4.50@6.75
Av. coat & wt. Wed. (pigs ex.)	7.93-224 lbs.	7.81-205 lbs.	7.82-210 lbs.	8.07-237 lbs.	
STEERS:					
(550-900 lbs.) choice	9.25@11.25	9.25@11.00	8.50@10.50	8.50@11.00	8.00@10.25
Good	8.00@10.50	7.50@10.25	7.75@10.00	7.50@10.50	7.00@9.50
Medium	6.50@8.75	5.25@8.25	6.00@8.25	7.85@8.50	5.50@7.75
Common	4.00@6.75	4.00@5.75	4.00@6.25	4.25@5.75	3.25@6.00
STEERS:					
(900-1100 lbs.) choice	10.50@11.75	10.25@11.50	10.00@11.25	10.50@11.50	9.50@10.75
Good	8.75@11.25	8.25@10.50	8.25@10.50	8.50@10.75	7.75@9.75
Medium	6.75@9.00	5.75@8.50	6.25@8.25	6.00@8.75	6.00@8.00
Common	4.50@7.00	4.25@6.25	4.25@6.25	4.25@6.00	3.75@6.25
STEERS:					
(1100-1300 lbs.) choice	11.25@12.00	10.50@11.50	10.50@11.50	10.75@11.50	9.75@11.00
Good	9.00@11.50	8.50@10.75	8.25@10.50	8.75@10.75	8.00@10.00
Medium	7.00@9.25	6.25@8.50	6.25@8.50	6.00@8.75	6.25@8.25
STEERS:					
(1300-1500 lbs.) choice	11.00@11.75	10.75@11.50	10.50@11.50	10.75@11.50	9.75@10.75
Good	9.25@11.00	8.50@10.75	8.50@10.50	8.75@10.75	8.00@9.75
HEIFERS:					
(550-750 lbs.) choice	8.50@9.25	8.25@8.75	8.00@8.50	8.25@9.50	7.40@8.80
Good	7.00@8.50	7.25@8.25	6.75@8.00	6.25@8.50	6.25@7.65
Com-med.	3.75@7.25	3.75@7.25	3.75@6.75	3.50@7.00	2.75@6.50
HEIFERS:					
(750-900 lbs.) gd.-ch.	7.25@9.75	7.00@9.00	7.00@9.75	6.15@8.75	6.15@8.75
Com-med.	3.75@7.25	3.75@7.00	3.50@7.00	3.00@6.40	
COWS:					
Good	5.00@6.50	4.75@5.75	4.75@6.00	4.75@5.75	4.25@5.25
Com-med.	2.75@5.00	2.75@4.75	3.00@4.75	3.00@4.75	2.50@4.25
Low-cut-out	1.90@2.75	1.25@2.75	1.75@3.00	1.50@3.00	1.25@2.50
BULLS: (Yr. ex.) (Beef)					
Good	4.00@5.00	4.75@5.25	3.75@4.75	3.75@4.25	3.75@4.40
Cut-med.	3.50@4.35	3.00@5.00	2.50@4.00	2.25@3.75	2.40@4.00
VEALERS:					
Gd.-ch.	6.50@8.50	7.25@8.25	6.50@8.50	6.50@8.00	5.00@7.00
Medium	3.50@5.50	6.00@7.25	5.00@6.50	4.50@6.50	4.00@5.00
Cut-com.	4.00@5.50	2.50@5.75	3.50@5.00	3.00@4.50	2.00@4.00
CALVES:					
(250-500 lbs.) gd.-ch.	5.50@8.75	5.50@8.50	5.25@7.75	4.75@7.50	5.00@7.75
Com-med.	4.00@5.50	3.00@5.50	3.25@5.25	3.00@4.75	3.00@5.25
Slaughter Sheep and Lambs:					
LAMBS:					
(90 lbs. down) gd.-ch.*	8.50@9.50	8.75@9.75	8.75@9.15	8.50@9.30	8.25@9.00
Com-med.	6.35@8.75	5.50@8.75	6.25@8.75	6.00@8.75	6.00@8.25
YEARLING WETHERS:					
(90-110 lbs.) gd.-ch.	6.75@8.50	7.00@8.00	6.25@7.50	7.25@7.75	6.00@7.35
Medium	6.25@8.85	6.00@7.00	5.75@6.25	5.75@7.25	5.00@6.00
EWES:					
(90-120 lbs.) gd.-ch.	3.50@4.75	3.00@4.00	3.00@3.90	4.00@4.50	3.50@4.25
(120-150 lbs.) gd.-ch.	3.25@4.25	2.75@3.75	2.75@3.75	3.75@4.25	3.25@4.25
(All weights) com-med.	3.00@3.75	2.00@3.00	1.50@3.00	2.00@4.00	2.00@3.50

*Quotations based on ewes and wethers.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended Jan. 5, 1935, with comparisons:

	CATTLE.	Week ended Jan. 5, 1935.	Prev. week.	Cor. week, 1934.
Chicago	32,307	23,918	28,658	
Kansas City	37,671	29,927	20,561	
Omaha	16,415	13,789	16,835	
East St. Louis	11,878	8,063	14,953	
New York & Jersey City	7,140	5,941	7,104	
Sioux City	7,823	6,268	10,501	
Wichita	2,981	1,557	2,281	
Fort Worth	1,419	2,738		
Philadelphia	1,825	1,776		
Indianapolis	1,573	1,947		
New York & Jersey City	9,126	8,032	8,831	
Oklahoma City	11,035	7,567	4,001	
Cincinnati	4,297	5,954	3,082	
Denver	3,705	4,936	2,127	
St. Paul	10,283	5,718	7,810	
Milwaukee	5,108	3,416	3,829	
Total	163,578	129,107	137,011	
HOGS.				
Chicago	85,986	62,289	137,900	
Kansas City	18,003	21,275	37,574	
Omaha	12,314	8,389	41,898	

East St. Louis	24,393	16,205	30,162
St. Joseph	11,131	8,270	24,251
Sioux City	13,950	7,633	50,015
Wichita	3,610	2,721	4,244
Fort Worth	4,789	5,595	
Philadelphia	15,714	14,076	18,270
Indianapolis	9,441	7,181	12,212
New York & Jersey City	37,944	44,922	51,296
Oklahoma City	5,300	3,398	3,981
Cincinnati	9,467	11,986	16,530
Denver	5,815	4,851	5,626
St. Paul	21,294	11,176	35,211
Milwaukee	9,880	6,396	10,733
Total	284,152	236,157	485,617
SHEEP.			
Chicago	37,613	42,278	54,312
Kansas City	16,467	9,699	23,945
Omaha	15,707	15,345	29,255
East St. Louis	4,921	5,074	6,718
St. Joseph	9,571	11,217	13,261
Sioux City	17,360	16,097	12,012
Wichita	1,498	1,342	1,544
Fort Worth	991	1,481	1,451
Philadelphia	3,700	3,700	4,910
Indianapolis	1,898	2,362	1,871
New York & Jersey City	53,295	51,851	51,226
Oklahoma City	1,287	970	1,130
Cincinnati	1,726	1,631	1,626
Denver	1,881	681	1,026
St. Paul	12,104	5,760	17,449
Milwaukee	1,612	1,771	1,484
Total	180,672	170,206	237,222

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 5, 1935, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,940	2,909	8,477
Swift & Co.	3,883	2,362	9,956
Morris & Co.	2,518	.....	3,424
Wilson & Co.	2,543	4,746	5,182
Anglo-Amer. Prov. Co.	967	.....	.....
G. H. Hammond Co.	2,647	1,722	.....
Shippers	10,410	39,054	10,922
Others	14,941	20,797	5,401
Brennan Packing Co., 3,310 hogs; Hygrade Food Products Corp., 2,353 hogs; Agar Pkg. Co., 3,642 hogs.			

Total: 41,845 cattle; 11,201 calves; 80,875 hogs; 41,362 sheep.

Not including 878 cattle, 2,322 calves, 28,276 hogs and 7,173 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	8,799	830	1,879	3,822
Cudahy Pkg. Co.	4,401	4,251	863	3,298
Morris & Co.	1,940	1,045	.....	2,539
Wilson & Co.	2,657	1,180	2,930	2,687
Independent Pkg. Co.	3,397	873	1,703	2,896
Kornblum & Son.	362	.....	206	.....
Others	5,801	40	3,047	1,225
Total	29,447	8,224	10,130	16,467

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,954	2,579	3,711	.....
Cudahy Pkg. Co.	3,163	2,433	4,288	.....
Dold Pkg. Co.	516	2,858	.....	.....
Morris & Co.	1,644	12	1,482	.....
Swift & Co.	6,067	2,283	2,526	.....
Others	14,619	.....	.....	.....
Eagle Pkg. Co., 21 cattle; Geo. Hoffman Pkg. Co., 37 cattle; Grit. Omaha Pkg. Co., 90 cattle; Omaha Pkg. Co., 77 cattle; J. Roth & Sons, 40 cattle; So. Omaha Pkg. Co., 34 cattle; Lincoln Pkg. Co., 213 cattle; Wilson & Co., 238 cattle.				

Total: 16,092 cattle and calves; 24,781 hogs; 12,907 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,202	1,707	2,456	2,504
Swift & Co.	1,840	1,838	3,241	1,804
Morris & Co.	1,017	546	904	.....
Hunter Pkg. Co.	423	.....	1,044	139
Hell Pkg. Co.	.....	.....	991	.....
Krey Pkg. Co.	.....	.....	3,109	.....
Laclede Pkg. Co.	.....	.....	729	.....
Shippers	3,947	9,926	18,716	670
Others	2,691	294	11,829	614
Total	11,340	8,411	45,019	5,691

Not including 2,098 cattle, 3,015 calves, 21,683 hogs and 1,336 sheep bought direct.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Sieloff Pkg. Co.	147	3	492	.....
American Pkg. Co.	.....	.....	195	.....
Laclede Pkg. Co.	32	6	.....	.....
Sokolik Pkg. Co.	42	21	.....	24
Staats Pkg. Co.	5	5	.....	.....
Shippers	.....	.....	770	.....
Others	15	242	132	35
Total	241	277	1,609	805

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,231	842	6,054	6,876
Armour and Co.	2,695	846	5,077	2,865
Others	1,146	97	743	.....
Total	6,072	1,785	11,874	9,741

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,293	373	6,346	5,675
Armour and Co.	2,392	329	4,747	6,494
Swift & Co.	1,790	273	2,817	5,191
Shippers	1,758	.....	8,601	2,208
Others	355	18	40	.....
Total	8,618	993	22,641	19,568

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,234	680	1,886	680
Wilson & Co.	5,855	1,948	1,878	907
Others	190	69	540	.....
Total	8,298	2,697	4,304	1,287

Not including 40 cattle and 996 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,280	767	1,567	1,468
Dold Pkg. Co.	378	172	1,074	28
Wichita D. B. Co.	14	.....	.....	.....
Dunn-Ostertag	109	.....	.....	.....
Fred W. Dold	112	.....	206	2
Sunflower Pkg. Co.	69	.....	34	.....
Total	1,662	941	2,884	1,498

Not including 78 cattle and 727 hogs bought direct.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,632	4,120	8,230	5,338
Cudahy Pkg. Co.	371	1,192	.....	.....
Swift & Co.	3,935	5,777	13,064	6,766
United Pkg. Co.	2,284	232	.....	.....
Others	1,392	81	8,775	1,923
Total	10,624	11,352	30,069	14,027

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	676	180	2,011	6,067
Swift & Co.	1,704	249	1,967	2,687
Others	907	304	1,153	2,292
Total	3,377	733	5,131	11,066

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	3,022	7,718	8,078	1,336
United Dressed Beef	34	.....	.....	.....
The Layton Co.	.....	.....	772	.....
R. Gumz & Co.	58	.....	35	.....
Armour and Co.	1,260	3,894	.....	.....
N. Y. B. D. M. Co.	20	.....	.....	.....
Shippers	103	48	83	158
Others	731	385	34	118
Total	5,228	12,045	9,902	1,612

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,631	666	8,778	1,305
Armour and Co.	1,110	128	661	.....
Hilgemeler Bros.	10	.....	1,005	.....
Brown Bros.	139	17	110	7
Stumpf Bros.	.....	.....	56	.....
Meier Pkg. Co.	85	13	152	.....
Indiana Prov. Co.	6	6	136	.....
Schussler Pkg. Co.	44	.....	190	.....
Maase-Hartman Co.	39	.....	.....	.....
Art Wabnitz	3	68	.....	3
Shippers	2,307	2,335	22,216	9,773
Others	412	112	209	456
Total	5,786	3,352	33,513	11,544

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.	17	.....	265	325
Ideal Pkg. Co.	.....	.....	.....	.....
E. Kahn's Sons Co.	1,296	242	3,730	710
Kroger G. & B. Co.	9	.....	.....	.....
J. Lohrey Pkg. Co.	.....	.....	187	.....
H. H. Meyer Pkg. Co.	6	.....	216	.....
A. Sander Pkg. Co.	53	.....	.....	.....
J. Schlachter's Sons.	215	132	.....	37
J. & F. Schroth Pkg.	11	.....	1,386	.....
John F. Stegner & Co.	428	298	.....	19
Shippers	155	610	3,168	119
Others	1,341	514	142	241
Total	3,531	1,764	11,003	1,442

Not including 750 cattle, 144 calves, 607 hogs and 35 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Jan. 5, 1935, with comparisons:

CATTLE.

	Week ended Jan. 5.	Prev. week.	Cor.
Chicago	41,845	31,410	38,405
Kansas City	29,447	24,168	16,775
Omaha	16,092	13,122	16,840
East St. Louis	11,340	7,201	11,370
St. Louis	241	212	621
St. Joseph	6,072	4,940	6,484
Sioux City	8,618	6,945	10,501
Oklahoma City	8,298	5,604	3,441
Wichita	1,662	1,056	1,829
Denver	3,377	5,477	1,705
St. Paul	10,624	8,923	8,923
Milwaukee	5,228	3,451	4,404
Indianapolis	5,786	4,199	4,200
Cincinnati	3,531	2,465	2,996
Total	144,163	117,076	128,481

HOGS.

	Week ended Jan. 5.	Prev. week.	Cor.
Chicago	80,875	41,947	89,775
Kansas City	10,130	7,838	13,300
Omaha	24,781	20,231	59,963
East St. Louis	43,019	28,946	46,398
St. Louis	1,009	1,081	2,464
St. Joseph	11,874	9,815	25,169
Sioux City	22,641	14,563	50,015
Oklahoma City	4,304	2,708	2,820
Wichita	2,884	2,228	1,645
Denver	5,131	4,863	5,626
St. Paul	30,069	15,077	48,405
Milwaukee	9,902	6,621	10,735
Indianapolis	33,513	24,083	39,907
Cincinnati	11,003	8,512	16,156
Total	291,735	189,012	412,378

SHEEP.

	Week ended Jan. 5.	Prev. week.	Cor.
Chicago	41,362	49,001	66,319
Kansas City	16,467	9,098	23,340
Omaha	12,007	11,741	23,338
East St. Louis	5,691	5,134	8,493
St. Louis	805	512	529
St. Joseph	9,571	11,475	13,261
Sioux City	19,568	17,635	12,913
Oklahoma City	1,287	970	1,128
Wichita	1,498	1,342	1,345
Denver	10,789	15,725	19,261
St. Paul	14,027	5,769	.....

Milwaukee	1,612	1,771	1,345
Indianapolis	11,544	12,540	6,344
Cincinnati	1,442	1,300	1,068
Total	147,887	139,968	194,400

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 31	13,236	3,769	22,248	12,131
Tues., Jan. 1	5,857	2,074	12,635	4,181
Wed., Jan. 2	11,523	1,879	21,925	9,353
Thurs., Jan. 3	8,577	4,063	20,867	6,679
Fri., Jan. 4	3,308	1,292	17,232	13,329
Sat., Jan. 5	1,000	500	9,000	5,000
Total this week	43,601	13,577	103,907	49,673
Previous week	32,064	6,712	77,887	53,534
Year ago	39,900	10,684	156,851	67,371
Two years ago	33,859	7,018	139,772	73,539

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 31	3,657	567	6,026	3,967
Tues., Jan. 1	1,402	311	2,162	1,187
Wed., Jan. 2	3,095	807	1,967	2,495
Thurs., Jan. 3	1,345	476	3,120	1,290
Fri., Jan. 4	800	72	4,252	2,118
Sat., Jan. 5	100	.....	200	500
Total this week	10,399	1,933	17,707	11,422
Previous week	8,131	1,035	17,035	11,950
Year ago	10,814	1,202	18,153	19,876
Two years ago	12,002	980	27,658	29,382

Total receipts for month and year to Jan. 5, with comparisons:

	1935.	1934.	Gain.	Loss.
Cattle	30,365	39,754	.....	9,389
Calves	9,808	10,594	.....	786
Hogs	81,659	141,953	.....	60,294
Sheep	37,542	60,348	.....	22,806

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lams.
Week ended Jan. 5	\$ 8.35	\$ 7.40	\$ 3.75	\$ 8.40
Previous week	8.15	6.55	3.10	8.50
1934	5.30	3.40	3.75	7.55
1933	4.95	3.05	1.85	6.85
1932	7.10	4.15	2.05	6.10
1931	9.75	7.05	2.85	7.60
1930	12.90	5.00	5.00	12.75

Av. 1930-1934 ... \$ 8.00 \$ 5.55 \$ 3.10 \$ 7.95

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs
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PACKER AND FOOD STOCKS

Price ranges of listed stocks, Jan. 9, 1935, or nearest previous date, with number of shares dealt in during week and closing prices, Jan. 2, 1935:

	Sales	High.	Low.	—Close—
	Week ended Jan. 9.	Jan. 9.	Jan. 9.	Jan. 2.
Amal. Leather. 1,500	3 1/2	3 1/2	3 1/2	3 1/2
Do. Pfd. ....	.....	.....	.....	27
Amer. H. & L. 400	5 1/4	5 1/4	5 1/4	5 1/4
Do. Pfd.	25 1/4	24 1/4	24 1/4	24 1/4
Amer. Stores. 1,700	43	42 1/2	43	42
Armour A.	17,800	5 1/2	5 1/2	5 1/2
Do. B.	3,900	67 1/2	67 1/2	69
Do. Del. Pfd. 1,500	101 1/2	101 1/2	101 1/2	100 1/2
Beechnut Pack. 800	77 1/2	75	77 1/2	70
Boback, H. O. ....	.....	.....	.....	12 1/2
Do. Pfd. ....	.....	.....	.....	65
Chick. Co. Oil. 1,900	29 1/2	29	29 1/2	29 1/2
Childs Co.	3,800	6 1/2	6 1/2	6 1/2
Cudahy Pack.	200	46	46	47 1/2
First Nat. Strs. 13,100	54 1/2	53 1/2	54 1/2	52
Gen. Foods	13,600	34 1/2	33 1/2	33 1/2
Gobel Co.	6,000	4 1/4	4 1/4	4 1/4
Gr. A. & P. Pfd. 100	126	125 1/2	126	128 1/2
Do. New	250	134	134	135
Hormel, G. A.	50	18 1/4	18 1/4	18 1/4
Hygrade Food.	1,800	2 1/2	2 1/2	2 1/2
Kroger G. & B. 3,700	28 1/2	28 1/2	28 1/2	28 1/2
Lobby McNeill. 10,540	7 1/2	7	7 1/2	7 1/2
McMarr Stores. ....	.....	.....	.....	8 1/2
Mayer, Oscar. ....	.....	.....	.....	5 1/2
Mickelberry Co. 650	1 1/2	1 1/2	1 1/2	1 1/2
M. & H. Pfd.	30	4 1/4	4 1/4	4 1/4
Morrell & Co.	900	65	65	63
Nat. Pfd. A. ....	.....	.....	.....	1 1/4
Do. B. ....	.....	.....	.....	1 1/4
Nat. Leather.	4,750	1 1/2	1 1/2	1 1/2
Nat. Tea	1,700	11 1/4	11	11
Proc. & Gamb. 7,900	44 1/2	44	44 1/2	44 1/2
Do. Fr. Pfd.	330	115 1/2	115	115 1/2
Rath Pack.	150	30	29 1/2	30
Safeway Strs.	1,900	45	45	46
Do. 6% Pfd. 340	108 1/2	108 1/2	108 1/2	107 1/2
Do. 7% Pfd. 80	111	111	111	112
Stahl Meyer ....	.....	.....	.....	3 1/4
Swift & Co.	20,750	19 1/2	19 1/2	19 1/2
Do. Intl.	7,750	34 1/4	34 1/4	35 1/4
Trans. Pork. ....	.....	.....	.....	9
U. S. Cold Stor. ....	.....	.....	.....	33 1/4
U. S. Leather.	900	6 1/2	6 1/2	6 1/2
Do. A.	2,100	11 1/2	11 1/2	11 1/2
Do. Fr. Pfd.	100	55 1/2	55 1/2	53
Wesson Oil	6,400	35	34 1/2	34 1/2
Do. Pfd.	900	75	75	74 1/2
Wilson & Co.	2,800	6 1/4	6 1/4	6 1/4
Do. A.	12,900	29 1/2	29 1/2	30 1/2
Do. Pfd.	3,600	98	97 1/2	98 1/2

ARMOUR 1934 REPORT

(Continued from page 2.)

Company and their subsidiaries, for the year ended October 27, 1934, is as follows:

INCOME AND SURPLUS.	
Result before depreciation, interest charges, contributions to pension fund and provision for federal income taxes	\$ 17,041,236.63
Provision for depreciation	3,854,395.00
Interest charges	\$ 13,186,841.63
	3,075,006.79
Contributions to pension fund	\$ 10,111,834.84
Provision for federal income taxes	208,000.00
	\$ 9,903,834.84
Net result	1,668,000.00
Credit arising from the purchase and retirement of companies' bonds	\$ 8,235,834.84
	36,211.30
Surplus—at beginning of year	\$ 8,272,046.14
	80,063,760.47
Dividends paid:	\$ 88,335,806.61
7% preferred stock	3,899,829.50
Common stock	2,000,000.00
	5,899,829.50
Surplus adjustments:	\$ 82,435,977.11
Reduction in book value of proper ties in respect of loss of utility value	\$ 25,980,747.52
Portion of unamortized discount and other deferred charges written off	2,370,000.00
Transfer to reserve for contingencies	4,000,000.00
	\$ 32,350,747.52

Credit arising from the purchase and retirement of company's preferred stock 324,470.74

Surplus—at end of year

Comprising:
Capital and paid-in surplus \$ 42,366,455.88
Appropriated earned surplus 4,911,261.24
Unappropriated earned surplus 3,131,062.21
\$ 50,409,709.33

Officers of the company are Frederick H. Prince, chairman of the board; R. H. Cabell, general manager; Philip L. Reed, first vice president and treasurer; Frederick W. Ellis, Warren W. Shoemaker, George A. Eastwood, vice presidents; Edward L. Lalumier, vice president secretary and comptroller; I. M. Hoagland, Harry G. Mills, Frank A. Benson, William S. Clithero, vice presidents; John A. Lane, assistant comptroller and assistant secretary; Charles E. Hazard, Louis E. McCauley, George H. Johnstone, Frank A. Becker, assistant treasurers; John Schmidt, general auditor; Albert H. Willett and John A. Brown, assistant secretaries, and K. E. Grossnickle, assistant general auditor.

CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top livestock price summary, week Jan. 2, 1935:

BUTCHER STEERS.			
Up to 1,050 lbs.			
	Week ended Jan. 2.	Prev. week.	Same week, 1933.
Toronto	\$ 6.00	\$ 6.00	\$ 6.25
Montreal	6.25	5.00	5.50
Winnipeg	4.50	4.75	4.75
Calgary	4.50	4.50	4.35
Edmonton	4.50	4.25	4.50
Prince Albert	2.50	3.00	3.25
Moose Jaw	4.00	3.25	3.75
Saskatoon	2.75	3.50	3.65
VEAL CALVES.			
Toronto	\$ 9.00	\$ 8.50	\$ 8.00
Montreal	8.00	7.50	8.00
Winnipeg	7.00	7.00	7.50
Calgary	4.00	3.50	4.25
Edmonton	4.00	4.00	5.00
Prince Albert	2.00	.....	.....
Moose Jaw	3.50	4.00	4.00
Saskatoon	4.75	4.00	5.00
SELECT BACON HOGS.			
Toronto	\$ 9.10	\$ 9.00	\$ 7.65
Montreal	9.00	8.75	7.95
Winnipeg	8.00	7.60	7.25
Calgary	7.85	7.25	6.75
Edmonton	7.75	7.25	6.75
Prince Albert	7.00	7.20	6.95
Moose Jaw	7.75	7.35	7.00
Saskatoon	7.60	7.25	6.95
GOOD LAMBS.			
Toronto	\$ 7.50	\$ 7.00	\$ 7.75
Montreal	5.50	6.75	6.00
Winnipeg	6.00	6.00	6.00
Calgary	5.25	5.25	5.00
Edmonton	.....	5.50	6.00
Prince Albert	4.00	5.00	.....
Moose Jaw	5.00	5.60	5.00
Saskatoon	.....	4.85	.....

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the five days ended January 5, 1935, were 6,141,000 lbs.; previous five days, 6,433,000 lbs.; same week last year, 4,099,000 lbs.

Shipments of hides from Chicago for the five days ended January 5, 1935, were 7,326,000 lbs.; previous five days, 6,450,000 lbs.; same week last year, 3,426,000 lbs.

NATIONAL WESTERN SHOW

Denver's big livestock show—the National Western—will be held at the Denver Union Stock Yards on January 12 to 19, 1935. This is the twentieth annual show, culminating the livestock year of the Western ranges. In many respects the show differs from all others held throughout the country. One of the largest held anywhere, a feature is the great number of range breeding bulls, feeder calves and fancy cattle, some directly off the range and others with a period in the feedlot. At this show the whitefaces predominate for it is held in the heart of the country where the Hereford has demonstrated so strongly its ability to rustle for itself and bring good returns to its owner.

Already 21 carloads of purebred range bulls and 75 carloads of feeder cattle are entered in the show. The feeder cattle entries are well below those of a year ago owing to drought conditions, but the feeder exhibit is said still to be the largest of any show in the world.

Announcing the big show and featuring progress of beef cattle in Colorado and the range country during the year, is the annual de luxe edition of the "Denver Daily Record Stockman" with 80 pages of illustration and description.

Pointing to the record runs of livestock yarded at the Denver market during the year, this review number states that a total of 766,000 cattle were received, 300,000 of which were for government account. This compares with 418,220 head received in 1933. Hog receipts at 714,000 were smaller than those of a year earlier when 771,064 arrived. Commercial sheep receipts totaled 2,962,000 against 2,902,316 a year ago and government sheep purchases received totaled 153,000 head. With the receipt of 14,000 horses, the total number of livestock yarded was 4,609,000 head against 4,104,171 in 1933.

N. Y. HIDE FUTURE PRICES

Saturday, Jan. 5, 1935—Close: Mar. 9.80n; June 10.18@10.20; Sept. 10.50@10.51 sales; Dec. 10.80n; sales 38 lots. Closing 5@10 lower.

Monday, Jan. 7, 1935—Close: Mar. 9.87@9.94; June 10.28@10.29; Sept. 10.60@10.64; Dec. 10.90n; sales 90 lots. Closing 7@10 higher.

Tuesday, Jan. 8, 1935—Close: Mar. 9.90 sale; June 10.28 sale; Sept. 10.58 @10.65; Dec. 10.89@10.95; sales 41 lots. Closing 2 lower to 3 higher.

Wednesday, Jan. 9, 1935—Close: Mar. 9.80@9.84; June 10.20 sale; Sept. 10.50 @10.55; Dec. 10.80@10.85; sales 43 lots. Closing 8@10 lower.

Thursday, Jan. 10, 1935—Close: Mar. 9.71 sale; June 10.07 sale; Sept. 10.45 sale; Dec. 10.77@10.79; sales 106 lots. Closing 3@13 lower.

Friday, Jan. 11, 1935—Close: Mar. 9.42@9.50; June 9.84 sale; Sept. 10.22 sale; Dec. 10.52b; sales 220 lots. Closing 23@29 lower.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—There was a fair trade in packer hide market this week, with a total of 48,000 hides reported so far; most descriptions sold at steady prices and movement consisted mostly of cows and native steers, but light Texas steers sold a half-cent higher than previous week's nominal figure.

At close of last week, one packer announced the quiet sale earlier of about 40,000 hides at steady prices, and two other packers moved 7,000 same basis; in addition to this, an outside packer sold 8,000 more late last week, bringing last week's total from 55,000, as previously reported, up to well over 100,000 hides for that week.

Branded steers were in demand most of week and a half-cent advance was finally secured on light Texas steers. However, the wide publicity given arguments before the Supreme Court on the question of the gold clause in contracts resulted in considerable liquidation on part of speculators in all commodity markets, and resulted in a more cautious attitude on the part of tanner buyers. As a result, bid prices were finally accepted for branded steers in a moderate way.

Late this week one packer sold a total of 17,000 Dec. and early Jan. hides at steady prices, including native steers, butt branded and Colorado steers, heavy native cows and branded cows.

In addition, 9,000 native steers sold earlier at 12c, steady, and 10,000 late last week same basis. Extreme light native steers last sold at 9c. Butt branded steers sold late this week at 11c, and Colorados at 10½c, steady. Heavy Texas steers quotable at 11c. Two packers sold 5,400 light Texas steers at 10½c, or ½c up. Extreme light Texas steers quotable at 8½c.

Total of 8,000 heavy native cows sold earlier this week at 9c, and 9,000 late last week same basis. About 2,000 light native cows were reported mid-week at 9c, steady, and probably a few more moved quietly; 12,000 sold late last week at this figure, Nov-Dec. take-off. Two packers sold 6,500 branded cows at 8½c, and 17,000 more Nov-Dec. moved late last week at 8½c.

SMALL PACKER HIDES—Chicago small packer all-weights of current take-off quotable in a strictly nominal way around 8¼@8½c for native steers and cows, with branded ½c less. Outside small packer lots have been moving at from 7¼@8c, selected, for best natives down to around 7c for less desirable lots.

In Pacific Coast market, total of 40,000 Dec. hides were sold by packers and

small packers at 9c for steers and 7c for cows, flat, f.o.b. shipping points.

FOREIGN WET SALTED HIDES—South American market slightly higher in a moderate trade. Late last week, 4,000 Wilson steers sold at 68 pesos, coming to this country, equal to 11½@11¼c, c.i.f. New York, as against 66½ pesos or 11½c paid earlier; 3,500 frigorifico light steers also sold equal to 10½@10¼c. Early this week 4,000 frigorifico steers sold equal to 11¼c, also 1,000 light steers equal to 10¼c; later 4,000 Smithfield steers sold at 68½ pesos, equal to 11¼c.

COUNTRY HIDES—Country hide prices about unchanged, but a slightly easier feeling prevails late this week. All-weights top at 6¼@6½c, selected, delivered Chicago, for trimmed hides around 48-lb. avge., with some buyers' paying limits 6c. All-weights quoted 5¼@6c, nom., with a narrow outlet. Buff weights last sold at 6¼c; buyers' ideas not over 6½c at present. Extremes generally top at 7½c, recently paid in a fair way for trimmed hides. Bulls slow around 4c, nom. Glues quoted 4@4¼c. All-weight branded 5@5¼c, flat, less Chicago freight.

CALFSKINS—Packer calfskins quiet, but earlier trading established the market fairly well at 16c for Nov. northern heavies and 14c for lights; 15c asked for River point heavies. Bulk of Nov. skins have moved, but a few available at these figures.

Chicago city calfskins stronger on light end, with heavies steady; 8/10-lb. sold mixed car basis at 11¼c, and couple cars 10/15-lb. sold at 13c, with more offered. Outside cities, 8/15-lb., quoted around 12c, nom.; mixed city and country lots 9½@10c; straight countries down to 7½c. Chicago city light calf and deacons quoted around 85c, with this figure bid early in week.

KIPSKINS—Last trading on packer kipskins was a car Nov. northern natives late last week at 11c, an advance of ½c over earlier sales of over-weights at 9½c and branded at 7½c. A few Nov. kipskins available at 11c for northern natives.

Chicago city kipskins sold at 10c late previous week. Outside cities quoted 9½@9¾c; mixed cities and countries around 8c; straight countries about 7c.

Big packer regular slunks last sold at 65c, Nov-Dec. production.

HORSEHIDES—Market about steady, with good city renderers quoted \$2.75@3.00, top asked; mixed city and country lots \$2.50@2.75.

SHEEPSKINS—Dry pelts generally quoted 11@12c, delivered Chicago, for full wools, short wools half-price; up

to 13c quoted at some outside points. Shearling production very light, season being long over; offerings are usually limited to small lots and market usually quoted around 60c for No. 1's, 50c for No. 2's, and 30@35c for clips; however, sales reported in one direction at 70c, 60c and 45c. Pickled skins have been selling at \$2.75 per doz. Chicago big packer Jan. production; Jan. skins well sold up and some houses have sold into first week Feb. Sales at New York have been made on graded skins to average slightly better, up to \$3.25 recently. Big packer lamb pelts quoted \$1.75 per cwt. live lamb paid at Chicago, or \$1.40@1.50 each. Outside small packer pelts quoted 90c@1.00 for small lots, while car lots would bring 10@15c more.

New York

PACKER HIDES—Moderate trade at steady prices. One packer late mid-week sold 700 Dec. native steers at 12c, 2,800 Dec. butt branded steers at 11c, and 2,900 Dec. Colorados at 10½c, unchanged prices. Two packers still reported holding part of Dec. branded steers. Dec. all-weight cows last sold at 8½c.

CALFSKINS—Calfskin market steady to a shade firmer. The 5-7's are quoted around \$1.10 for collectors and \$1.20 for packers; collectors' 7-9's reported to have sold again at \$1.35, with \$1.45 last paid for packers; 6,500 col-

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 11, 1935, with comparisons, are reported as follows:

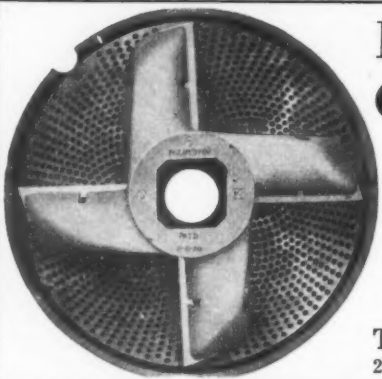
PACKER HIDES.			
	Week ended Jan. 11.	Prev. week.	Cor. week, 1934.
Spr. nat. str.	.....12 @12½n	12 @12½n	10 @10½n
Hvy. nat. str.	.....12 @12	.....12 @12	.....10 @10
Hvy. Tex. str.	.....11 @11½	.....11 @11	.....10 @10
Hvy. butt brnd'd str.	.....11 @11½	.....11 @11	.....10 @10
Hvy. Col. str.	.....10½@11	.....10½@11	.....9½ @9½
Ex-light Tex. str.	.....8½ @8½	.....8½ @8½	.....8½ @8½
Brnd'd cows.	.....8½ @8½	.....8½ @8½	.....8½ @8½
Hvy. nat. cows	.....9 @9	.....9 @9	.....9½ @9½
Lt. nat. cows	.....9 @9	.....9 @9	.....10 @10
Nat. bulls ..	.....8 @8	.....8 @8	.....6 @6½
Brnd'd bulls.	.....7 @7	.....7 @7	.....5½ @6
Calfskins ..14	.....10½ @10½	.....10½ @10½	.....15½ @11½
Kips, nat. ..	.....11 @11	.....11 @11	.....11½ @11½
Kips, ov-wt..	.....9½ @9½	.....9½ @9½	.....14ax @14ax
Kips, brnd'd.	.....7½ @7½	.....7½ @7½	.....12ax @12ax
Slunks, reg..	.....65 @65	.....65 @65	.....75 @80
Slunks, hris.35	.....50 @50	.....35 @50	.....40 @50

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND CHICAGO SMALL PACKERS.			
Nat. all-wts.	@ 8½n	@ 8½n	@ 10
Branded	@ 8n	@ 8n	@ 9½
Nat. bulls ..	@ 7½n	@ 7½n	@ 6n
Brnd'd bulls.	@ 6½n	@ 6½n	@ 5½n
Calfskins ...11½	@ 13	@ 13	@ 13
Kips	@ 10	@ 9½n	@ 13
Slunks, reg.40	@ 50n	@ 50n	@ 70
Slunks, hris..20	@ 30n	@ 30n	@ 30

COUNTRY HIDES.			
Hvy. steers ..	5¼ @ 6	.....6n	6¼ @ 6¼
Hvy. cows ..	5¼ @ 6	.....6n	6¼ @ 6¼
Buffs	6¼ @ 6¼	6¼ @ 7	8 @ 8½
Extremes ..	7¼ @ 7¼	7¼ @ 7¼	9 @ 9½
Bulls	3¼ @ 4n	3¼ @ 4n	4 @ 4½
Calfskins ..	@ 7½	@ 7½	9 @ 9½
Kips	@ 7	6¼ @ 7	8½ @ 9
Light calf...25	@ 40n	25 @ 35n	50 @ 60n
Deacons ...25	@ 40n	25 @ 35n	50 @ 60n
Slunks, reg..15	@ 20n	15 @ 20n	@ 20n
Slunks, hris..5	@ 10n	5 @ 10n	@ 10n
Horsehides ..2.50@3.00	2.50@3.00	2.50@3.00	2.85@3.40

SHEEPSKINS.			
Pkr. lambs..1.40@1.50	1.25@1.35	1.85@2.00n	
Sm. pkr. ....	.....	.....	.....
Lambs	@ 1.10	90 @ 1.00	1.40@1.45
Pkr. shearings.60	@ 70	50 @ 60	90 @ 85
Dry pelts ...11	@ 12	11 @ 12	16 @ 16½



Equal to Two Plates for the Price of One—and Guaranteed for 10 Years!

Do away with the annoyance of renting your plates and knives—it is expensive and very unsatisfactory, as you likely have already experienced. Own your own plates and knives and be independent. Use the Famous C. D. Triumph Plates and O. K. Knives with changeable blades.

The Triumph plates are guaranteed to outlast any four so-called hard steel plates on the market. They can be used on two sides, equal to two plates for the price of one. They will last several years before re-sharpening and are guaranteed for ten years.

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Celotex Vaporproofed Low Temperature Insulation (VLT) provides the necessary protection. Each block is sealed at the factory by means of a vaporproofing membrane. Asphalt used for applying the insulation provides further insurance for the buyer.

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other By-Products



STEDMAN'S 2-Stroke Hammer
Mills reduce cracklings, expeller cake, bone, meat scrap, dried blood, etc., to any fineness desired—in one operation—by the 2-Stroke method of grinding. Nine sizes—requiring 5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for catalog 302.

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PACKINGHOUSE SPECIALTIES

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IS ALWAYS
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YOUR
SAUSAGE
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M & M HOG

A single M & M Hog meets all grinding requirements of rendering plants. Takes fats, bones, carcasses, viscera, etc. Reduces everything to uniform degree of fineness at low operating cost! Let us analyze your requirements and make cost-cutting recommendations. Write!



BUILDS PROFITS

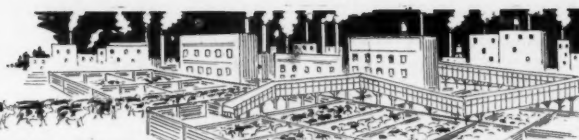
Saves steam, power, labor, space. Increases melter capacity. Makes ground product give up fat and moisture readily. Cuts operating costs!

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Builders of Machinery Since 1854

Up and down the



MEAT TRAIL



MEAT PACKING 25 YEARS AGO

(From The National Provisioner of Jan. 15, 1910.)

Edward F. Swift returned on the Lusitania from a trip abroad.

Edward Morris, sr., contributed \$10,000 to the Associated Charities fund.

Hogs reached a \$9.25 top at Buffalo, the highest since civil war times with one exception.

American National Livestock Association passed resolutions demanding a square deal for oleomargarine.

Cleveland Provision Co. elected S. T. Nash, president; W. F. Nash, vice president; Geo. B. Christian, treasurer, and C. C. Hills, secretary.

Taylor Provision Co., Trenton, N. J., brought action in the state courts to protect its right to the name "pork roll" as a copyrighted product. (It won the suit.)

Dubuque Packing Co., Dubuque, Ia., approved plans for a modern plant. Other new plans were those of the Sandusky Abattoir Co., Sandusky, O.; El Reno Packing Co., El Reno, Okla., and Fergus Falls Packing Co., Fergus Falls, Minn.

Swift & Company's annual report for 1909 showed a gross business 10 million dollars greater than the previous year, adding 4 million dollars to its surplus and paying the usual 7 per cent dividends. L. F. Swift was elected president; Edward F. Swift and Charles H. Swift, vice presidents; L. A. Carton, treasurer, and D. E. Hartwell, secretary.

Packers on Chicago bank directorates included: J. Ogden Armour, American Trust & Savings, Continental National, and Livestock Exchange; P. A. Valentine, Central Trust; Michael Cudahy, Commercial National; Edward Morris, First National; W. A. Tilden, Fort Dearborn National; F. A. Fowler, Kenwood Trust & Savings; Louis F. Swift, National Republic Bank and Stock Yards Trust & Savings.

CHICAGO NEWS OF TODAY

W. D. Jones, of Carl A. Weitz, Boston, Mass., is in Chicago this week on business.

J. L. Wilde, packinghouse expert, now located at Pittsburgh, Pa., is in Florida for a few weeks' vacation.

President Jay E. Decker, Jacob E. Decker & Sons, Mason City, Iowa, was in Chicago for a day this week.

Dr. C. E. Grose, chief chemist of John Morrell & Co., Ottumwa, Ia., spent several days in Chicago during the past week.

P. Hicks Cadle, vice president, A. C. Legg Packing Co., Inc., Birmingham, Ala., was a business visitor in Chicago this week.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 32,314 cattle, 6,381 calves, 34,779 hogs and 72,043 sheep.

Knute Espey, secretary-manager of the Association to Maintain Freedom in Livestock Marketing, whose headquarters are at Des Moines, Iowa, was a visitor in Chicago this week.

E. L. Griffith, Griffith Laboratories, has just returned from a week's trip to the company's Canadian offices in Toronto. He reports that general business conditions in Canada are in excellent shape.

M. J. Hennessey, former head of the Dunlevy-Franklin Co., Pittsburgh, Pa., reports from Tokyo, Japan, on his tour of the world, that "this is a wonderful

country, and far away from the hog market."

R. C. Pollock, general manager, National Live Stock and Meat Board, is in Rapid City, S. Dak., this week attending the annual convention of the American National Livestock Association.

M. C. Phillips, vice president of Griffith Laboratories, is on his way to South America on the S. S. Santa Paula on a combined business and pleasure trip. He reports high temperatures and a hot time.

Provision shipments from Chicago for the week ended Jan. 5, 1935, with comparisons, were reported as follows:

	Week Jan. 5,	Previous week,	Same week, '34.
Cured meats, lbs.	13,385,000	10,546,000	16,834,000
Fresh meats, lbs.	41,837,000	42,403,000	42,921,000
Lard, lbs.	4,202,000	3,235,000	6,306,000

Thomas E. Wilson is chairman of the Stock Yards committee for the President's birthday ball, which will be held in the new International amphitheatre on January 30, the proceeds of which go to benefit infantile paralysis sufferers. Executives of the yards companies were the first to place orders for tickets for this event.

NEW YORK NEWS NOTES

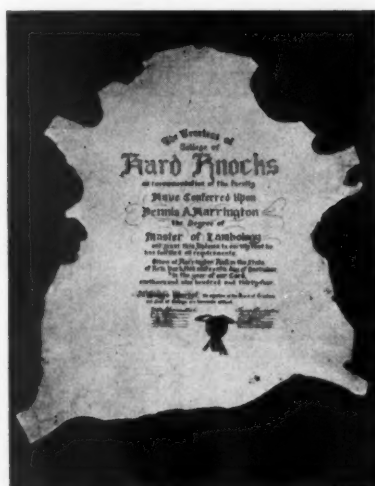
A. A. Hess, Chicago and midwest representative, Continental Electric Co., was a visitor to the East last week and spent several days at the company's plant in Newark, N. J.

A. G. Versen, branch house superintendent's department, and Carl Overaker, smoked meats department, Armour and Company, Chicago, were in New York for several days last week.

B. Kaufman, assistant treasurer, and M. B. Middaugh, beef department, Wilson & Co., Chicago, were in New York last week. J. E. McCall, Wilson & Co., Chicago, and Mrs. McCall, visited in New York for a few days before leaving on the S.S. American Legion for South America.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended January 5, 1935, were as follows: Meat—Brooklyn, 12 lbs.; Manhattan, 167 lbs.; Bronx, 18 lbs.; total, 197 lbs. Poultry—Brooklyn, 135 lbs.

Jacob E. Decker & Sons Sales Co., Inc., formerly located at 410 West 14th st., have moved to 259 West 15th st. Charles E. Haman is New York repre-



DENNIS GETS A DIPLOMA.

When Dennis A. Harrington, of the famous Harrington division of Swift & Company, New York City, retired after 50 years of continuous service in the wholesale meat business, his associates gave him a dinner and a lot of remembrances, including this diploma from the College of Hard Knocks. He was also awarded the degree of Master of Lambology. B. V. Traynor was toastmaster and talks were made by Walter and Irving Blumenthal, W. J. Wilson, Homer S. Price, E. R. Dorrance and J. J. Cook. Matthew J. Gorey, sr., was chairman of the dinner committee.

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen, Delicatessen, Wonder Pork Sausage Seasonings, New Deal Lyone Seasoning and Special NEVERFAIL Curing Compound.



The Man Who Knows

Just SEASONING is Not Enough!

People eat pork sausage because they like its flavor—because they enjoy eating it. That is why poor quality product can't stand present-day competition, why sausage made with ordinary seasoning is constantly losing ground. It doesn't have the delicious flavor that makes people come back for more. It doesn't bring profits!

There is only one sure way of making pork sausage profits—make fine quality product by using the finest of seasoning—MAYER Seasoning. It can't be beat for quality, flavor and delicious goodness. It builds profits. And it will probably cost no more to use than your present inferior grade. Ask for samples!

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LARGE PRODUCTION

Your orders are handled immediately — shipments are made on time, every time. Satisfactory service always!

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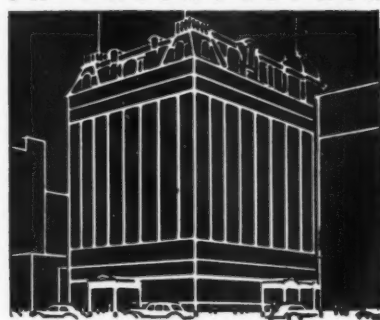
Valatie Mills Corp.

Valatie, New York

Trenton Mills, Inc.

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IN PHILADELPHIA



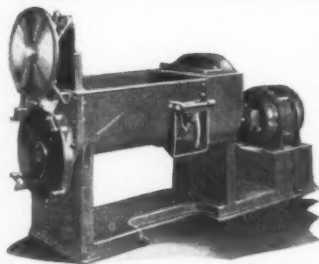
The Bellevue levels distances to theatres—shops—and social and business schedules . . . And when you come, Dinner and Supper Dancing in the Club Stratford in the Palm Room, of course, and perhaps appointments to be kept in the Cocktail Room, or in the Mandarin Grill.

Rates as low as \$3.50.

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Model A: Cap. 150
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Body Space 11 cu. ft.



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COMMERCIAL BODY COOLING UNIT

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WAGON WORKS, INC.**
INSULATED—REFRIGERATED
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HE KNOWS PROVISIONS

Archer E. Hayes, for many years right bower to John A. Bunnell in Hatley Bros. Company, Chicago provision and export house, has been elected president of the company. Mr. Bunnell becomes chairman of the board. As head of this pioneer provision firm Archer Hayes is one of the pillars of provision trading in Chicago.

sentative of the company, whose main plant and offices are at Mason City, Ia.

J. J. Kollinger, casing department, Swift & Company, Chicago, visited New York for a few days last week.

Effective January 7, F. C. Gates was elected vice president of Adolf Gobel, Inc., in charge of sales of all Eastern units. Mr. Gates has been connected with Jacob E. Decker & Sons, Mason City, Iowa, for seven years, being one of the directors and in charge of production and marketing of all manufactured products.

W. T. Harrington, Swift & Company, central office, retired to private life on January 1, after having been connected with the company for more than forty-two years in various capacities covering the marketing of product

through branch houses. His practical knowledge of the business and his kindly temperament have earned for him a host of friends in the meat industry, who join in wishing him many years of good health in which to enjoy his well-earned leisure.

Sidney Kohn, of Emil Kohn, Inc., New York calfskin experts, is recovering nicely after an operation at the Beth Israel hospital, Newark.

NEWS NOTES OF THE TRADE

Cudahy Packing Company re-elected all officers and directors at its annual stockholders meeting at Portland, Me., on January 10. They are: E. A. Cudahy, sr., chairman; E. A. Cudahy, jr., president; F. E. Wilhelm, first vice president; William Diesing; C. G. Marhoff, F. W. Hoffman, and D. J. Donohue, vice presidents; A. W. Anderson, secretary; John E. Wagner, treasurer; directors: E. A. Cudahy, sr., E. A. Cudahy, jr., F. E. Wilhelm, William Diesing, George Marples, C. G. Marhoff, and A. W. Ruf.

E. M. Luke, an Armour executive in the West for many years, has been named general manager of the Armour and Company packing plant at Spokane, Wash. Mr. Luke succeeds the late G. E. Schille, who died of pneumonia on December 21. He had been Mr. Schille's assistant, in charge of sales, for three years. Previously, he was manager of the Armour branch house at Seattle, and before going to Spokane he was district manager at Denver. He began his career with Armour and Company in 1907 as a stenographer and clerk.

Adolf Gobel, Inc., has appointed George W. Kalbitzer as manager of its Pennsylvania division, located at Milton, succeeding W. H. Garside. This appointment became effective January 7.

E. J. Webster has been appointed manager of the Morris and Company branch house at 2900 North Broadway, St. Louis, Mo. T. C. Donato has been appointed manager of the Morris and Company branch house at Jermyn, Pa.

Michigan Packing Co., Detroit, Mich., has moved its offices from 4445 John R. st. to 535 Monroe ave., Detroit.

CHICAGO PIONEER PASSES

Simplicity marked the final rites for Richard Fitzgerald, former president of the Chicago Junction Railway, at the home of Mr. and Mrs. Gustavus F. Swift in Chicago on January 10. The remains reached Chicago from Los Angeles, where Mr. Fitzgerald died on Sunday, and were removed immediately to the home of his daughter, Mrs. Swift, who accompanied the remains from the Pacific Coast. The latter and Mrs. J. E. Baum of Chicago are the only surviving members of the immediate family, Mrs. Fitzgerald having died in 1921.

After 10 years as president of Chicago Junction Railway, Mr. Fitzgerald retired in 1922 to look after his personal investments, including mining properties, railroads, with which he had had a lifetime association, and other business enterprises in the West.



OLD-TIMERS KNEW HIM.

Richard Fitzgerald, former head of the Chicago Junction Railway, who was one of the well-known and well-liked figures of the old stock yards coterie, passed away at his home in Los Angeles on January 6. He was the father of Mrs. Gustavus F. Swift.

H. P. HENSCHEN

ARCHITECT

Established since 1909

PACKING PLANTS — PLANT ADDITIONS

RECONDITIONING FOR GOVT. INSPECTION

59 E. Van Buren St., Chicago, Ill.

Great Lakes Stamp & Mfg. Co.

Precision Made Branding and Marking Devices

Electric Ink
Branders for Sausage and Smoked Meats.

1800 N. Francisco Ave.

CHICAGO, ILL.

Gas and Air Heated
Branding Brands

Write for catalogue

Electric Ink Roller Carcass Brander for Beef and Lamb

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS

PHILADELPHIA

PROVISION BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange



For the Retail Meat Dealer



Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

SIXTY WAYS TO COOK MEAT

This winter there is more very lean meat than usual because of the drought last summer. The total supply of meat is smaller than it has been in some years. Prices are higher and people are trying to stretch their meat dollars by buying the less expensive cuts. To get the value for every penny spent on meat, the cook must know her cuts, how to make each one tender and palatable and season it skillfully.

One of the most important principles is to cook all meat slowly, using moderate temperatures most of the time. Meat is a protein food and, like the white of egg, is toughened by prolonged heating at high temperatures. Some of the less expensive cuts are tender enough to broil or roast, like the higher-priced steaks, chops and roasts, and others can be cooked like tender meat if they are first ground.

But a considerable number of the low cost meats require slow, moist cooking—pot roasting, stewing or braising. The method selected will depend on the tenderness of the cut and the amount of fat it contains. All very lean meat, whether a tender or less tender cut, needs fat added to give flavor.

The Bureau of Home Economics of the U. S. Department of Agriculture has recently brought together in a new circular 60 tested recipes for meat dishes at low cost, in all of which these principles are applied.

Seasoning is important as well as the method of cooking. From the first browning to make the meat savory to the last pinch of salt these dishes are a challenge to the housewife's imagination, ingenuity, and spirit of adventure in trying new flavors, new combinations, and new ways of serving familiar meats. Five cents sent to the Superintendent of Documents, Government Printing Office, will bring the circular to you.

MEAT MISSIONARIES AT WORK

The 1935 program of schools of meat cookery of the National Live Stock and Meat Board opened in the cities of East St. Louis, Ill., Charlotte, N. C., and Rapid City, S. Dak. At the opening session in East St. Louis, 1,800

homemakers were in attendance and several hundred were turned away for lack of seating accommodations. At Charlotte over 1,000 women attended. The school at Rapid City is being held in connection with the annual meeting of the American National Live Stock Association. Forty-five schools in 22 states are on the immediate cooking school schedule, every week being filled until June 1. Cities in which schools are being held extend from Bangor, Me., to Salina, Kas., and from Rapid City, S. D., to Tampa, Fla.

Four hundred sixty-five representative retail meat dealers greeted the opening of the National Live Stock and Meat Board's 1935 meat merchandising campaign at meetings held in East St. Louis, Ill., and Charlotte, N. C. The Board's schedule in this field for the next six months is to cover more territory than in any similar period since this work was initiated. Eighty-eight cities in 25 states are on the schedule. The meetings will be featured by lectures and demonstrations covering every phase of meat merchandising, as well as the food value of meat and other topics. Dealer interest in this phase of the Board's program is on the increase. In the last six months of 1934 retailers from more than 500 cities and towns were represented at meetings in 43 cities, many driving in 75 miles and more to be present.

Retail Meat Code

Copies of the official text of the retail meat code, approved by the President on Dec. 21, 1934, are ready for readers of THE NATIONAL PROVISIONER. It applies to all markets selling only meat, and to all food stores whose business in meat constitutes 51 per cent or more of the total business done.

Every retail meat dealer should have a copy to familiarize himself with provisions and conditions of the code. Complete text of the code may be had by sending name and address, with 10c in stamps, to:

THE NATIONAL PROVISIONER,

Old Colony Building, Chicago, Ill.

Please send copy of reprint giving complete text of retail meat code.

Name

Street

City..... State.....

(Enclosed find 10c in stamps.)

PART OF MEAT CODE HELD UP

Certain provisions of the retail meat code, approved by the President on December 21, 1934, were held up pending incorporation of suitable parallel provisions in the code applicable to all retail selling of meat not governed by the retail meat trade code, or pending the President's further approval.

These are article VII, section 1 (b), (c), and (d); section 2; section 9 and section 10.

These provisions cover misrepresenting meat as that for which a definition of identity has been prescribed by the Department of Agriculture; falsely representing or advertising meats which fail to conform to the standards of grades and classification prescribed by the Department of Agriculture; selling meats which have been kept in storage below freezing longer than 30 days except as cold storage meat; standard price cutting provisions and permission for the National Industrial Recovery Board to establish minimum prices during any emergency found to exist.

Full text of the retail meat code appeared in THE NATIONAL PROVISIONER of January 5, 1935. Copies may be had on application to THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, accompanied by 10c in stamps.

Meat Demonstrations

MEAT MERCHANDISING SCHEDULE OF THE NATIONAL LIVE STOCK AND MEAT BOARD THROUGH MARCH 15, 1935.

Jan. 7-9.....	*East St. Louis, Ill.
Jan. 7-9.....	*Charlotte, N. C.
Jan. 10.....	Davenport, Ia.
Jan. 10-11.....	Austin, Tex.
Jan. 10-11.....	Raleigh, N. C.
Jan. 14.....	Ottumwa, Ia.
Jan. 14-16.....	*Roanoke, Va.
Jan. 14-18.....	*San Antonio, Tex.
Jan. 15.....	Cedar Rapids, Ia.
Jan. 16.....	Waterloo, Ia.
Jan. 17.....	Newton, Ia.
Jan. 17-18.....	Lynchburg, Va.
Jan. 18-21.....	Des Moines, Ia.
Jan. 21-25.....	*Dallas, Tex.
Jan. 21-25.....	*Richmond, Va.
Jan. 22.....	Mason City, Ia.
Jan. 23.....	Albert Lea, Minn.
Jan. 24.....	Austin, Minn.
Jan. 28-Feb. 1.....	*Fort Worth, Tex.
Jan. 28-Feb. 1.....	*Norfolk, Va.
Feb. 4-5.....	*Huntington, W. Va.
Feb. 4-8.....	*Jersey City, N. J.
Feb. 7-13.....	*Springfield, Ill.
Feb. 11-15.....	*Atlanta, Ga.
Feb. 14-15.....	*Galesburg, Ill.
Feb. 18-20.....	*Memphis, Tenn.
Feb. 18-20.....	*Jacksonville, Fla.
Feb. 21-22.....	*Fort Smith, Ark.
Feb. 21-22.....	Orlando, Fla.
Feb. 25-27.....	*Little Rock, Ark.
Feb. 25-27.....	*Tampa, Fla.
Feb. 28-Mar. 1.....	West Palm Beach, Fla.
Feb. 28-Mar. 1.....	Pittsburg, Kans.
Mar. 4-6.....	*Miami, Fla.
Mar. 4-8.....	*Wichita, Kans.
Mar. 7-13.....	*Birmingham, Ala.
Mar. 11-13.....	*Salina, Kans.
Mar. 14-15.....	Marion, Kans.

*Meat Merchandising Demonstration and Cooking School.

NEWS OF THE RETAILERS

Metcalfe's market has been moved from Grand Coulee, Wash., to Ellensburg, Wash.

E. P. Hanson has retired from the Willamette st. market in Eugene, Wash., and the business will be continued under the management of G. V. Hassesrooth.

Duncan Asler will engage in business in Cosmopolis, Wash., under the name of Scotty's Cash Market.

A. J. Dube will engage in the meat and grocery business at Grand Coulee, Wash., as soon as his building is completed.

Alexander Huey has succeeded to the meat business of W. L. Loback, 2226 Market st., Seattle, Wash.

The meat market at Union ave. and Columbia blvd., Portland, Ore., formerly the property of Newberg Packing & Produce Co., is now the property of T. R. Howitt.

E. Halpappy has engaged in the retail meat business at 1432 N. E. Broadway, Portland, Ore.

The 26th st. meat market has opened for business at 3308 26th st., San Francisco, Calif.

The meat market of Frank Severin, Sumner, Neb., was recently destroyed by fire.

P. E. Dirlam has purchased the Kemnitz meat market in Redwood Falls, Minn.

Milton Glinberg has opened a meat market at 1107 N. 3rd st., Milwaukee, Wis.

Frank Klumpauer has purchased the Berry Meat and Grocery Market, Independence, Ia.

Fire destroyed the Kuebler meat market, Fargo, N. D.

John Hayes has purchased the meat market of Harry Sanford in Caldwell, Ohio. This is Mr. Hayes' second market in Caldwell.

DISPLAYS DAILY MEAT DISH

As every meat dealer knows, he has no trouble disposing of his loin steaks and choice roasts. Many of the lesser known but delicious meat dishes feature forequarter cuts and other items which ordinarily are slow-moving cuts. Not only would the dealer increase his total tonnage, but he would probably be able to show a higher average selling price on the entire line by featuring these cuts than if he allowed demand to follow its own inclination and concentrate on the better-known and more expensive cuts.

One dealer, realizing this, put into practice the idea of featuring one new product each day. He set aside a certain part of his display case, and in it he displayed some novel meat dish with which he knew most of his customers were not familiar. For example, on a Saturday he showed a crown roast of lamb. On another day he put in the

ingredients for Hungarian goulash; on still another day he displayed the materials and recipe for making meat balls to go with spaghetti and ravioli. By instructing his salesmen to call the attention of incoming customers to the displays, he found he was able to increase his sales very materially.

DON'T TRY TO FORCE SALES

It is poor business to sell a customer meat that she does not want or need. The retail merchant can please her by aiding her in making her purchase and advising her, but he cannot gain her good will or her patronage by forcing a sale on her. Most women know the particular kind of meat they want before they enter the store, and undue urge to buy another kind only antagonizes them. *The clever salesman knows the kind of salesmanship to use on each customer.*

AMONG NEW YORK RETAILERS

The board of directors of Ye Olde New York branch held a regular meeting on January 8, and discussed various activities of the branch during 1934, which was a very successful year. The directors are much encouraged in their plans for 1935. Joseph Eschelbacher, executive secretary of Ye Olde New York branch, advised that the gain in membership during the past year has made it possible for the branch to reduce its dues to \$15 a year. A meeting for the election of directors and officers for the branch, as well as directors for the New York State Association, will be held on January 15.

Arthur Kleeblatt, chairman of the ball committee of Ye Olde New York Branch, is enthusiastic over number of reservations for the dinner dance to be held January 27 at the Commodore Hotel.

① NO! I DON'T WANT THOSE EGGS!

SAL

② BUSINESS IS BAD I'LL CUT MY PRICE AGAIN. MAYBE THAT WILL HELP

③ THAT'S FUNNY! STILL NO LIFE TO MY EGG BUSINESS

EGGS 30c NOW 26c

④ HARVEYS ARE GETTING ALL MY BUSINESS. AND THE PRICES HE GETS! GUESS I'LL START FEATURING GOOD QUALITY INSTEAD OF LOW PRICE

EGG 30c

⑤ THOSE EGGS I BOUGHT YESTERDAY WERE FINE

THANK YOU. WE PLAN TO CARRY THE BEST

⑥ GOOD EGGS IN SELF LOCKING CUSHION CARTONS TURNED THE TRICK. THEY SURE DO EMPHASIZE QUALITY

GRADED EGGS OF QUALITY

The coupon below will bring you carton samples and more facts.

SELF-LOCKING EGG CUSHION CARTONS

SELF-LOCKING CARTON CO.
589 E. Illinois St., CHICAGO Phone Superior 3887

SELF-LOCKING CARTON CO.,
589 E. Illinois St., Chicago, Ill.

Gentlemen:

We are interested in building our Egg business.

Send samples, without obligation.

Name.....

Address.....

MILLIONS OF DOGS TO BE FED

(Continued from page 16.)

with the meat combination previously given would be 16 lbs. of soya bean grits and 9 lbs. of rice.

A vegetable, usually carrots, often is added, although there are those who question the ability of a dog to digest and assimilate a cooked vegetable. Cod liver oil and charcoal also are used, the former to furnish vitamin A and the latter as a general conditioner.

Vegetables, Oil and Charcoal

Charcoal may be added to the food in the proportion of $\frac{1}{4}$ lb. of powdered charcoal per 100-lb. batch. Cod liver oil is used in the proportion of 10 ozs. of oil to 100 lbs. of product. If carrots are used the quantity should not exceed 4 per cent, or 4 lbs. to the 100-lb. batch.

Assuming the formula includes meat in the proportions given previously, cereal, charcoal, cod liver oil and carrots, the proportions are as follows:

DOG FOOD FORMULA.

Ingredients.	Lbs.
Meats	39
Cereal	25
Charcoal	$\frac{1}{4}$
Cod liver oil.....	$\frac{1}{2}$
Carrots	4
Water	31

Total 100

Directions for Processing

Processing procedure is as follows:

Grind raw lungs and melts through the $\frac{3}{8}$ -in. plate and the other meats and carrots through the $\frac{1}{4}$ -in. plate. After grinding, meats should be weighed for further processing.

Water should be weighed and brought to the boiling point; then add the ground meats and seasoning (8 oz. salt) and cereal.

The mass should be well stirred for three minutes, after which cod liver oil and soya bean grits are added. The mass is again stirred well and dumped into a truck or onto a conveyor for transportation to the can-filling machine. Total cooking time need not exceed 5 to 10 minutes.

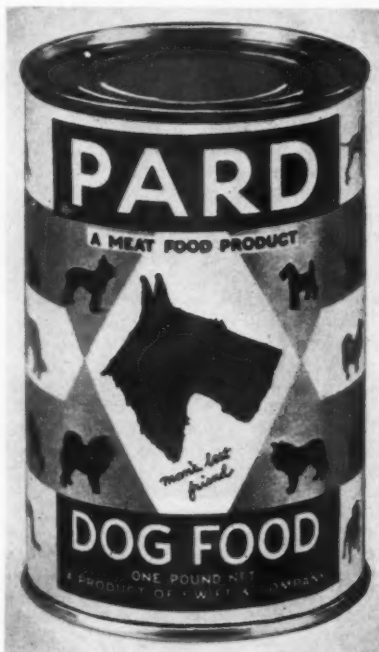
When no vacuum-sealing machine is available the mixture should have a temperature of at least 175 degs. Fahr. when the can is sealed.

If rice is the cereal used, it should be cooked until soft before adding to the meat mixture.

Equipment for Processing

Equipment used to produce canned dog food in addition to regular meat processing machines, may include steam-jacketed kettles, mixers, automatic can-filling machine, steam exhaust box to heat product in cans before capping, vacuum-closing machine, retorts, labeling machine; also conveyors to carry cooked meat from cooker and mixer to can-filling machine, and to convey filled cans from filling machine to exhaust box or closing machine and retorts.

Dog food is processed for two hours and twenty minutes at a temperature of 240 degs. Fahr. when filled hot and vacuumed. When a vacuum machine is not used, processing requires 10 to 15 minutes longer. After processing, cans



NAME HELPS TO SELL.

Picking the brand name is important in launching a dog food line.

are cooled to approximately 90 degs. Fahr. before labeling.

Another Dog Food Formula

Another packer's dog food formula calls for 35 lbs. of head meat, offal, liver and tripe. These are ground through the $\frac{3}{8}$ -in. plate and well mixed. Following is the complete formula:

Ingredients.	Lbs.
Meat	35
Soya bean grits.....	12
Garlic	$2\frac{1}{2}$ oz.
Carrots	3
Fresh ground bones.....	6
Salt	6 oz.

It will be noticed that charcoal is not used. If the product is to be stamped "Fit for human consumption" charcoal should be eliminated. If it is desired to use charcoal and cod liver oil, 12 oz. of the former and 9 oz. of the latter should be included. Water is added to bring the total weight of the ingredients in the formula to 100 lbs.

The cereals are added to the meat and the mass cooked for five minutes. The other ingredients are then added and cooking continued for 5 to 8 minutes, when the food is filled into 1-lb. cans and the cans capped. This packer uses an exhaust box to bring the temperature of the contents of the cans to 170 degs. before capping. The cans are

processed at 240 degs. for $2\frac{1}{2}$ hours.

Facts on Biological Values Needed

Packers should understand that the formulas given here are not represented as being completely balanced, or even as being capable of meeting completely a dog's nutritional needs. Too little is known about biological values, a dog's nutritional requirements and his capacity to digest and assimilate to hope for perfection at this time.

No packer should attempt to make dog food without the best technical advice available.

Some intensive scientific study is being given to dog feeding, and at least some of the ideas generally accepted at this time are very sure to be changed. Most packers will want to make the best dog food possible, and eventually they will be able to do this. About all they can hope for at the present time, however, is to do the best they can under the circumstances.

This is the third of a series of discussions on canned dog food. The first, outlining the market for this product, appeared in The National Provisioner on July 21, 1934; the second, picturing conditions within the canned dog food manufacturing industry, on September 8, 1934.

NEW YORK MEAT SUPPLIES

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Jan. 5, 1935, with comparisons:

	Week ended Jan. 5.	Prev. week.	Cor. week. 1934.
West. drsd. meats:			
Steers, carcasses...	7,554	5,811	10,461
Cows, carcasses...	861	570	606
Bulls, carcasses...	291	158	262
Veals, carcasses...	9,149	9,066	10,619
Lambs, carcasses...	27,885	22,583	38,196
Mutton, carcasses...	646	1,080	1,558
Beef cuts, lbs....	454,667	462,931	584,544
Pork cuts, lbs....	2,132,019	2,366,101	2,470,331
Local slaughters:			
Cattle	9,126	8,032	8,931
Calves	12,885	11,798	13,346
Hogs	37,944	44,922	45,976
Sheep	63,295	51,869	61,239

PHILADELPHIA MEAT SUPPLIES

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Jan. 5, 1935:

	Week ended Jan. 5.	Prev. week.	Cor. week. 1934.
West. drsd. meats:			
Steers, carcasses	2,029	1,613	2,518
Cows, carcasses	923	831	773
Bulls, carcasses	188	290	168
Veals, carcasses	960	1,463	1,262
Lambs, carcasses	9,789	8,264	12,919
Mutton, carcasses	273	324	508
Pork, lbs.	265,592	362,415	462,825
Local slaughters:			
Cattle	2,236	1,525	1,776
Calves	3,401	1,695	3,168
Hogs	15,714	14,676	18,668
Sheep	5,182	3,760	4,919

BOSTON MEAT SUPPLIES

Receipts of Western dressed meats at Boston, week ended Jan. 5, 1935:

	Week ended Jan. 5.	Prev. week.	Cor. week. 1934.
West. drsd. meats:			
Steers, carcasses	2,287	2,022	2,787
Cows, carcasses	1,014	1,475	1,094
Bulls, carcasses	21	21	25
Veals, carcasses	715	894	713
Lambs, carcasses	14,317	11,975	19,708
Mutton, carcasses	115	430	843
Pork, lbs.	135,841	243,158	334,640

Here's Where Your SAUSAGE is Judged!

Does your sausage cut clean and smooth in the slicing machine? Is it firm and well-filled? Is it the right color? Staley's Sausage Flour will help your sausage pass these critical tests.



A smooth, even, clean cutting structure. Superior binding qualities.

Firm and well-filled . . .
No wrinkles with this flour.

A rich, fresh meat color . . . No gray
tinge with Staley's Sausage Flour.



The Final Judge

Here's the lady who passes final judgment on your product. She tells the dealer that the last sausage he sold her was "grand" or else it was "terrible."

The wise meat packer thinks beyond the dealer. He cares what Mrs. Consumer says. You can make sure her verdict will be favorable to you by using Staley's Sausage Flour.

No change in your present method is required to use Staley's Sausage Flour. This quality product will absolutely improve the appearance and the salability of your sausage. Its 49% protein content adds wholesome nourishment. Brings out the full flavor of your products without any possibility of bitterness. Contains no adulterant of any kind. Can't turn gray. The binding qualities of Staley's Sausage Flour are so sure that you can use a large percentage of non-binding meats. Increases yield—gives extra profit without adding one penny to your costs.

If your sausage satisfies now, it will be even better with Staley's Sausage Flour. Write Staley Sales Corp. or nearest distributor for details. You'll be rewarded with a better product—better sales.

STALEY SALES CORP., DECATUR, ILLINOIS

Staley's

SAUSAGE FLOUR

DISTRIBUTORS

Thompson-Taylor Co., 536 W. 22nd St., Chicago
McCormick & Co., Inc., Baltimore, Md.
Van Loan & Company, Inc., 64 & 66 North Moore St., New York, N. Y.
Enterprise Butchers' Supply Co., Inc., 612-614 Elm St., Dallas, Texas
Walter C. Myers Company, 311 Third Avenue, North Minneapolis, Minn.

Grand Rapids Butchers Supply Co., 12-14 Campau Av., Cor. Fulton St., Grand Rapids, Mich.
Master Butcher Supply Co., 1534 Gratiot Ave., Detroit, Mich.
Silver Dollar Flour Co., Ft. Wayne, Ind.
Schwenger-Klein, Inc., 720 Bolivar Road, Cleveland, O.
Branch 218 E. Maryland St., Indianapolis, Ind.
Northwestern Distributing Co., Inc., 436 Second Street Northeast Mason City, Ia.

Dan Perkins Company, Memphis, Tenn.
Southeastern Bakers Supply Co., 66 Mangum St., N.W., Atlanta, Ga.
Wenzel Brothers Company, 143 S. Berry St., Milwaukee, Wis.
Stengel & Co., 55 Broad St., Boston, Mass.
CANADA
John H. Stafford Company, 260 Richmond Street West, Toronto
UNITED KINGDOM
A. E. Staley Manufacturing Co., 90 Fenchurch Street, London EC3

Subject to Regulations of Federal Inspected Plants

Week ending January 12, 1935

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.			Cor. week,		
Week ended			1934.		
Jan. 9, 1935.			1934.		
Prime native steers—	15 1/2	@ 17	11 1/4	@ 12 1/4	
400-600	14 1/2	@ 15 1/2	9 1/4	@ 10 1/4	
600-800	14	@ 15	9	@ 9 1/2	
800-1000	13 1/2	@ 14 1/2			
Good native steers—	13 1/2	@ 14 1/4	10	@ 10 3/4	
400-600	14 1/2	@ 15 1/2	8 1/4	@ 9 1/4	
600-800	14	@ 15	8	@ 8 1/2	
800-1000	13 1/2	@ 14 1/2			
Medium steers—	12	@ 13	9	@ 9 1/4	
400-600	14	@ 15	8	@ 8 1/4	
600-800	13 1/2	@ 14 1/2	7 1/4	@ 7 1/4	
800-1000	13	@ 14	9 1/4	@ 10 1/4	
Heifers, good, 400-600	13	@ 14	8 1/4	@ 9 1/4	
Cows, 400-600	7	@ 9 1/4	8 1/4	@ 9 1/4	
Hind quarters, choice	12 1/2	@ 13 1/2	10	@ 11	
Fore quarters, choice	13	@ 14			

Beef Cuts.

Steer loins, prime	unquoted	@ 19
Steer loins, No. 1	@ 25	@ 17
Steer loins, No. 2	@ 29	@ 16
Steer short loins, prime	unquoted	@ 25
Steer short loins, No. 1	@ 49	@ 22
Steer short loins, No. 2	@ 21	@ 12
Steer loin ends (hips)	@ 21	@ 12
Steer loin ends, No. 2	@ 20	@ 12
Cow loins	@ 17	@ 10
Cow short loins	@ 20	@ 11
Cow loin ends (hips)	@ 14	@ 9
Steer ribs, prime	unquoted	@ 16
Steer ribs, No. 1	@ 24	@ 12
Steer ribs, No. 2	@ 20	@ 11
Cow ribs, No. 2	@ 13	@ 7
Cow ribs, No. 3	@ 9	@ 5
Steer rounds, prime	unquoted	@ 10 1/4
Steer rounds, No. 1	@ 13	@ 8 1/4
Steer chuck, No. 2	@ 12 1/2	@ 8
Steer chuck, prime	unquoted	@ 9
Steer chuck, No. 1	@ 12	@ 5 1/4
Cow rounds	@ 11 1/2	@ 5
Cow chuck	@ 7 1/2	@ 5
Steer plates	@ 9	@ 5
Medium plates	@ 9	@ 4 1/4
Briskets, No. 1	@ 13 1/2	@ 7
Steer navel ends	@ 7	@ 2 1/2
Cow navel ends	@ 5	@ 2 1/2
Fore shanks	@ 8	@ 5 1/2
Hind shanks	@ 4 1/2	@ 4
Strip loins, No. 1, bbls.	@ 60	@ 28
Strip loins, No. 2	@ 50	@ 25
Striploin butts, No. 1	@ 25	@ 17
Striploin butts, No. 2	@ 19	@ 14
Beef tenderloins, No. 1	@ 75	@ 45
Beef tenderloins, No. 2	@ 45	@ 35
Rump butts	@ 22	@ 11
Flank steaks	@ 19	@ 12
Shoulder clods	@ 7	@ 8 1/4
Hanging tenderloins	@ 8	@ 5 1/4
Insides, green, 6@8 lbs.	@ 10 1/2	@ 8 1/2
Outsides, green, 5@6 lbs.	@ 9 1/2	@ 7 1/2
Knuckles, green, 5@6 lbs.	@ 10	@ 7 1/4

Beef Products.

Brains (per lb.)	@ 7	@ 6 1/4
Hearts	@ 4 1/2	@ 5
Tongues	@ 18	@ 16
Sweetbreads	@ 18	@ 16
Ox-tail, per lb.	@ 8	@ 10
Fresh tripe, plain	@ 4	@ 8
Fresh tripe, H. C.	@ 8	@ 12
Livers	@ 13	@ 8
Kidneys, per lb.	@ 8	@ 8

Veal.

Choice carcass	@ 12	@ 13
Good carcass	@ 10	@ 11
Good saddles	@ 12	@ 15
Good racks	@ 9	@ 11
Medium racks	@ 6	@ 8

Veal Products.

Brains, each	@ 10	@ 7 1/4
Sweetbreads	@ 30	@ 35
Calf livers	@ 30	@ 35

Lamb.

Choice lambs	@ 19	@ 15
Medium lambs	@ 17	@ 14
Choice saddles	@ 21	@ 15
Medium saddles	@ 20	@ 14
Choice fores	@ 16	@ 10
Medium fores	@ 14	@ 8
Lamb fries, per lb.	@ 26	@ 25
Lamb tongues, per lb.	@ 12	@ 15
Lamb kidneys, per lb.	@ 15	@ 15

Mutton.

Heavy sheep	@ 7	@ 4
Light sheep	@ 9	@ 7
Heavy saddles	@ 9	@ 10
Light saddles	@ 13	@ 9
Heavy fores	@ 5	@ 5
Light fores	@ 7	@ 5
Mutton legs	@ 13	@ 10
Mutton loins	@ 10	@ 9
Mutton stew	@ 4	@ 3
Sheep tongues, per lb.	@ 15	@ 8
Sheep heads, each	@ 10	@ 8

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 18 1/4	@ 10
Picnic shoulders	@ 11 1/2	@ 8 1/4
Skinned shoulders	@ 14	@ 6
Tenderloins	@ 35	@ 19
Spare ribs	@ 11	@ 6 1/2
Back fat	@ 14	@ 8
Boston butts	@ 18	@ 8
Boneless butts, collar trim.		
2@4	@ 21	@ 9 1/2
Hocks	@ 10	@ 5
Tails	@ 10	@ 5
Neck bones	@ 4 1/2	@ 1 1/2
Slip bones	@ 9	@ 5
Blade bones	@ 10	@ 5
Pigs' feet	@ 4 1/2	@ 2
Kidneys, per lb.	@ 8	@ 5
Brains	@ 3 1/2	@ 3 1/2
Ears	@ 5	@ 3
Snouts	@ 7	@ 4
Heads	@ 6	@ 4 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 25
Country style sausage, fresh in links	@ 19 1/4
Country style sausage, fresh in bulk	@ 18 1/4
Country style sausage, smoked	@ 20 1/4
Frankfurts in hog casings	@ 20 1/4
Frankfurts in hog casings	@ 18 1/4
Bologna in beef humps, choice	@ 15
Bologna in beef middles, choice	@ 15 1/4
Liver sausage in beef rounds	@ 13
Smoked liver sausage in hog bungs	@ 18 1/4
Liver sausage in hog bungs	@ 15 1/4
Head cheese	@ 16 1/4
New England luncheon specialty	@ 21
Mixed luncheon specialty, choice	@ 18 1/4
Tongue sausage	@ 25
Blood sausage	@ 16
Souse	@ 17 1/4
Polish sausage	@ 17 1/4

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 36
Thuringer cervelat	@ 16 1/4
Farmer	@ 24
Holsteiner	@ 23
B. C. salami, new condition	@ 33
Milano salami, choice, in hog bungs	@ 34
B. C. salami, new condition	@ 17
Frisses, choice, in hog middles	@ 33
Genoa style salami	@ 38
Pepperoni	@ 38
Mortadella	@ 18
Capicola	@ 39
Italian style hams	@ 39
Virginia hams	@ 36

SAUSAGE MATERIALS

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings	@ 14 1/4
Special lean pork trimmings	@ 15 1/4
Extra lean pork trimmings	@ 16 1/4
Pork cheek meat	@ 10 1/4
Pork hearts	@ 6
Pork lungs	@ 5
Native boneless bull meat (heavy)	@ 8 1/4
Shank meat	@ 5
Boneless chucks	@ 6 1/4
Beef trimmings	@ 5 1/2
Beef cheeks (trimmed)	@ 4
Dressed canners, 350 lbs. and up	@ 5 1/4
Dressed cutter cows, 400 lbs. and up	@ 6 1/4
Dr. bologna bulls, 600 lbs. and up	@ 3 1/4
Beef tripe	@ 3 1/4
Pork tongue, canner trim, S.P.	@ 15 1/4

SAUSAGE IN OIL

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$5.50
Large tins, 1 to crate	6.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	6.50
Large tins, 1 to crate	7.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate	5.75
Large tins, 1 to crate	6.50

BARRELED PORK AND BEEF

Mess pork, regular	@ 30.00
Family back pork, 24 to 34 pieces	@ 29.00
Family back pork, 35 to 45 pieces	@ 28.50
Clear back pork, 40 to 50 pieces	@ 30.50
Clear plate pork, 25 to 35 pieces	@ 25.00
Bean pork	@ 28.50
Brisket pork	@ 30.00
Plate beef	@ 18.00
Extra plate beef, 200 lb. bbls.	@ 19.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	15.50
Lamb tongues, short cut, 200-lb. bbl.	40.00
Regular tripe, 200-lb. bbl.	12.00
Honey comb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	19.00

DRY SALT MEATS

Clear bellies, 18@20 lbs.	@ 16 1/4
Clear bellies, 14@16 lbs.	@ 16 1/4
Rib bellies, 25@30 lbs.	@ 16 1/4
Fat backs, 10@12 lbs.	@ 12 1/2
Fat backs, 14@16 lbs.	@ 14
Regular plates	@ 11 1/4
Jowl butts	@ 10 1/4

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs.	18 1/4 @ 19 1/4
Fancy skd. hams, 14@16 lbs.	19 1/2 @ 20 1/4
Standard reg. hams, 14@16 lbs.	17 @ 17 1/4
Picnics, 4@8 lbs., short shanks	12 @ 13
Picnics, 4@8 lbs., long shank	11 1/2 @ 12
Fancy bacon, 6@8 lbs.	24 @ 25
Standard bacon, 6@8 lbs.	23 1/2 @ 24 1/2
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	21 @ 22
Outsides, 5@9 lbs.	17 @ 18
Knuckles, 5@9 lbs.	18 @ 19
Cooked hams, choice, skin on, fattened	31 @ 32
Cooked hams, choice, skinless, fattened	29 @ 30
Cooked picnics, skin on, fattened	21 @ 22
Cooked picnics, skinned, fattened	20 @ 21
Cooked loin roll, smoked	25 @ 26

LARD

Prime steam, cash, Bd. Trade	@ \$13.00
Prime steam, loose, Bd. Trade	@ 12.80
Refined lard, tierces, f.o.b. Chicago	@ 14 1/4
Kettle rend., tierces, f.o.b. Chgo.	@ 14 1/4
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 15
Neutral, in tierces, f.o.b. Chicago	@ 14 1/4
Compound, vegetable, tierces, c.a.f.	@ 12 1/4

OLEO OIL AND STEARINE

Extra oleo oil	10 @ 10 1/4
Prime No. 1 oleo oil	9 1/4 @ 9 1/2
Prime No. 2 oleo oil	9 1/4 @ 9 1/2
Prime oleo stearine, edible	9 @ 9 1/4

TALLOW AND GREASES

Edible tallow, under 1% acid, 43 titre	7 1/4 @ 7 1/4
Prime packers' tallow	@ 6
No. 1 tallow, 10% f.a.	6 @ 5 1/4
Special tallow	5 1/4 @ 5 1/4
Choice white grease	5 1/4 @ 5 1/4
A-White grease	5 1/4 @ 5 1/4
B-White grease, maximum 5% acid	5 1/4 @ 5 1/4
Yellow grease, 10@15%	5 1/4 @ 5 1/4
Brown grease, 40% f.a.	4 1/4 @ 4 1/4

ANIMAL OILS

Prime edible	@ 14 1/4
Prime inedible	@ 10 1/4
Headlight	@ 10 1/4
Prime W. S.	@ 9 1/4
Extra W. S.	@ 9 1/4
Extra lard oil	@ 9 1/4
Extra No. 1 lard oil	@ 9 1/4
No. 1 lard oil	@ 8 1/4
No. 2 lard oil	@ 8 1/4
Acidless tallow oil	@ 8 1/4
20° neatsfoot oil	@ 16 1/4
Pure neatsfoot oil	@ 12 1/4
Special neatsfoot oil	@ 9 1/4
Extra neatsfoot oil	@ 9 1/4
No. 1 neatsfoot oil	@ 9

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

VEGETABLE OILS

Cruce cottonseed oil in tanks, f.o.b.	
Valley points, prompt	9 1/4 @ 9 1/4
White, deodorized, in bbls., f.o.b. Chgo.	13 1/2 @ 13 1/2
Yellow, deodorized	13 1/2 @ 13 1/2
Soap stock, 90% f.a., f.o.b.	1 1/2 @ 2
Corn oil, in tanks, f.o.b. mills	9 1/4 @ 9 1/4
Soya bean oil, f.o.b. mills	7.80 @ 8.00
Cocconut oil, seller's tanks, f.o.b. coast	4 @ 4 1/4
Refined in bbls., f.o.b. Chicago	7 1/4 @ 8

OLEOMARGARINE

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 13
Nut, 1-lb. cartons, f.o.b. Chicago	@ 11
Puff paste	@ 13 1/4

PURE VINEGARS

A. P. CALLAHAN & COMPANY

1407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock)		
1 to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	8.95	
Saltpeter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.25	7.50
Large crystals.....	8.00	7.75
Dbl. retd. gran. nitrate of soda.....	3.62 1/2	3.25
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.80	
Medium, air dried.....	9.30	
Medium, kiln dried.....	10.80	
Rock.....	6.00	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.....	\$2.83	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%).....	@ 4.30	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 3.90	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 3.70	

SPICES

(Basis Chicago, original bbls., bags or bales)	Whole.	Ground.
Allspice Prime.....	6 1/2	8
Refracted.....	7	8 1/2
Chili Pepper, Fancy.....	22 1/2	22
Chili Powder, Fancy.....	22 1/2	22
Cloves, Amboyana.....	23	27
Madagascar.....	13 1/2	16 1/2
Zanzibar.....	16	16
Ginger, Jamaica.....	20 1/2	23
African.....	9	11
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	60	65
Mustard Flour, Fancy.....	24	24
No. 1.....	15 1/2	15 1/2
Nutmegs, Fancy Banda.....	25	25
East India.....	21	21
E. I. & W. I. Blend.....	18	18
Paprika, Extra Fancy.....	24	24
Fancy.....	24	24
Hungarian.....	27	27
Peppina Sweet Red Pepper.....	28 1/2	28 1/2
Pepper, Cayenne.....	22 1/2	22 1/2
Red Pepper No. 1.....	14 1/2	16 1/2
Pepper, Black Aleppy.....	14 1/2	16 1/2
Black Lampong.....	13 1/2	15
Black Tellicherry.....	15	17
White Java Muntok.....	34 1/2	36 1/2
White Singapore.....	33 1/2	35 1/2
White Packers.....	29	29

SEEDS AND HERBS

	Whole.	Sausage.
Caraway Seed.....	9 1/2	11 1/2
Celery Seed.....	47	52
Cumin Seed.....	16	19
Coriander Morocco Bleached.....	8	8
Coriander Morocco Natural No. 1.....	8 1/2	8 1/2
Mustard Seed, Cal. Yellow.....	11	13
American.....	8 1/2	10 1/2
Marjoram, French.....	34	38
Oregano.....	11	14
Sage, Dalmation No. 1 Fancy.....	6 1/2	8 1/2
Dalmation No. 1 Fancy.....	6 1/2	8 1/2

SAUSAGE CASINGS

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@ 25
Domestic rounds, 140 pack.....	@ 35
Export rounds, wide.....	@ 30
Export rounds, medium.....	@ 35
Export rounds, narrow.....	@ 44
No. 1 weasands.....	@ 05
No. 2 weasands.....	@ 03
No. 1 bungs.....	@ 11
No. 2 bungs.....	@ 08
Middles, regular.....	@ 08
Middles, select, wide, 2 @ 2 1/2 in. diam.....	1.00
Middles, select, extra wide, 2 1/2 in. and over.....	1.25
Dried bladders:	
12-15 in. wide, flat.....	1.05
10-12 in. wide, flat.....	.85
8-10 in. wide, flat.....	.60
6-8 in. wide, flat.....	.40
Hog casings:	
Narrow, per 100 yds.....	2.45
Narrow, special, per 100 yds.....	2.20
Medium, regular.....	2.10
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.85
Export bungs.....	.27
Large prime bungs.....	.20
Medium prime bungs.....	14 1/2
Small prime bungs.....	16
Middles, per set.....	18
Stomachs.....	.08

COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.40	@ 1.42 1/2
Oak pork barrels, black iron hoops.....	1.30	@ 1.32 1/2
Ash pork barrels, galv. iron hoops.....	1.47 1/2	@ 1.50
Oak pork barrels, galv. iron hoops.....	1.37 1/2	@ 1.40
White oak hard tierces.....	2.22 1/2	@ 2.25
Red oak hard tierces.....	1.97 1/2	@ 2.00
White oak hard tierces.....	2.07 1/2	@ 2.10

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good.....	\$ 8.00 @ 9.75
Steers, medium.....	@ 7.50
Cows, common and medium.....	3.00 @ 4.25
Bulls, good.....	3.00 @ 4.25

LIVE CALVES

Vealers, good and choice.....	\$ 8.00 @ 9.50
Vealers, medium.....	6.00 @ 7.50
Calves.....	4.00 @ 5.50

LIVE LAMBS

Lambs, good and choice.....	\$ 9.75 @ 10.00
Lambs, medium.....	7.50 @ 8.00
Brems.....	2.00 @ 4.00

LIVE HOGS

Hogs, 180-200 lb. average, good.....	\$ 7.25 @ 7.50
Hogs, heavy.....	7.50 @ 7.75

DRESSED HOGS

Hogs, good to choice.....	\$14.00 @ 14.50
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	@ 18
Choice, native, light.....	@ 18
Native, common to fair.....	@ 16

Western Dressed Beef.

Native steers, 600 @ 800 lbs.....	@ 17
Native choice yearlings, 440 @ 600 lbs.....	@ 17
Good to choice heifers.....	@ 14
Good to choice cows.....	@ 13
Common to fair cows.....	@ 11
Fresh bologna bulls.....	@ 9
Fresh bologna bulls.....	@ 8

BEEF CUTS

	Western.	City.
No. 1 ribs.....	21 @ 23	23 @ 25
No. 2 ribs.....	19 1/2 @ 20 1/2	@ 20
No. 3 ribs.....	15 @ 16	17 @ 19
No. 1 loins.....	24 @ 28	28 @ 30
No. 2 loins.....	20 @ 22	22 @ 26
No. 3 loins.....	16 @ 18	18 @ 20
No. 1 hinds and ribs.....	19 @ 21	19 @ 20
No. 2 hinds and ribs.....	16 @ 18	16 @ 17
No. 1 rounds.....	13 @ 14	14 @ 22
No. 2 rounds.....	12 @ 13	13 @ 19
No. 3 rounds.....	11 @ 12	12 @ 14
No. 1 chucks.....	11 @ 14	11 @ 14
No. 2 chucks.....	12 @ 13	13 @ 15
No. 3 chucks.....	10 @ 11	@ 12
Bolognas.....	8 @ 9	@ 9
Rolls, reg. 6 @ 8 lbs. avg.....	23 @ 25	@ 25
Rolls, reg. 4 @ 6 lbs. avg.....	18 @ 20	@ 20
Tenderloins, 4 @ 6 lbs. avg.....	50 @ 60	@ 60
Tenderloins, 5 @ 6 lbs. avg.....	50 @ 60	@ 60
Shoulder clods.....	12 @ 14	@ 14

DRESSED VEAL

Good.....	@ 15	@ 16
Medium.....	13 1/2 @ 14 1/2	@ 14
Common.....	10 @ 12	@ 12

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	18 @ 19
Lambs, good.....	16 1/2 @ 17 1/2
Lambs, medium.....	14 @ 16
Sheep, good.....	10 @ 11
Sheep, medium.....	8 @ 9

FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.....	@ 20
Pork tenderloins, fresh.....	@ 31
Pork tenderloins, frozen.....	@ 25
Shoulders, Western, 10 @ 12 lbs. avg.....	@ 15
Butts, boneless, Western.....	@ 19
Butts, regular, Western.....	@ 19
Hams, Western, fresh, 10 @ 12 lbs. avg.....	@ 15
Picnic hams, Western, fresh, 6 @ 8 lbs. average.....	@ 11
Pork trimmings, extra lean.....	@ 17
Pork trimmings, regular 50% lean.....	@ 13
Spareribs.....	@ 12

SMOKED MEATS

Hams, 8 @ 12 lbs. avg.....	18 1/4 @ 19 1/4
Hams, 10 @ 12 lbs. avg.....	18 1/2 @ 19 1/2
Hams, 12 @ 14 lbs. avg.....	19 @ 20
Picnics, 4 @ 6 lbs. avg.....	13 1/2 @ 14 1/2
Picnics, 6 @ 8 lbs. avg.....	13 @ 14
City picked bellies, 8 @ 12 lbs. avg.....	18 @ 19
Bacon, boneless, Western.....	25 @ 26
Bacon, boneless, city.....	23 1/2 @ 25
Rollettes, 8 @ 10 lbs. avg.....	18 @ 19
Beef tongue, light.....	23 @ 25
Beef tongue, heavy.....	25 @ 27

FANCY MEATS

Fresh steer tongues, untrimmed.....	15c a pound
Fresh steer tongues, l. c. trim'd.....	30c a pound
Sweetbreads, beef.....	30c a pound
Sweetbreads, veal.....	60c a pair
Beef kidneys.....	10c a pound
Mutton kidneys.....	3c each
Livers, beef.....	27c a pound
Oxtails.....	14c a pound
Beef hanging tenders.....	22c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT

Shop fat.....	@ 1.75 per cwt.
Breast fat.....	@ 2.25 per cwt.
Edible suet.....	@ 3.50 per cwt.
Inedible suet.....	@ 2.75 per cwt.

GREEN CALFSKINS

	5-9 1/4-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	.12	1.65	1.75	1.80
Prime No. 2 veals.....	.11	1.50	1.60	1.65
Buttermilk No. 1.....	.09	1.35	1.45	1.50
Buttermilk No. 2.....	.08	1.25	1.35	1.40
Branded grubby.....	.07	.95	1.05	1.10
Number 3.....	.07	.95	1.05	1.10

BONES, HOOFS AND HORNS

Round shin bones, avg. 48 to 50 lbs., per 100 pieces.....	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces.....	@ 55.00
Black or striped hoofs, per ton.....	45.00 @ 50.00
White hoofs, per ton.....	@ 100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00 @ 200.00

PRODUCE MARKETS

	Chicago.	New York.
Butter.		
Creamery (92 score).....	@ 32 1/2	@ 34 1/2
Creamery (91 score).....	30 1/2 @ 31 1/2	32 1/2 @ 33 1/2
Creamery firsts (88 score).....	@ 28 1/2	@ 29 1/2
Eggs.		
Extra firsts.....	@ 27 1/2	29 @ 30
Firsts.....	@ 26 1/2	24 1/2 @ 24 1/2
Standards (refrigerated).....	@ 23	
Live Poultry.		
Fowls.....	@ 11	13 @ 20
Chickens.....	@ 13	13 @ 18
Turkeys.....	@ 14	20 @ 27
Ducks.....	@ 11	11 @ 17
Geese.....	@ 10	14 @ 16
Dressed Poultry.		
Fryers, 31-42.....	@ 18	18 @ 19
Roasters, 43-54.....	@ 18	18 @ 21 1/2
Roasters, 55 and up.....	21 1/2 @ 23 1/2	22 1/2 @ 24 1/2
Fowls.....	@ 15	17 @ 18
45-55.....	@ 17 1/2	18 @ 18 1/2
60 and up.....	@ 19	@ 20

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended January 3, 1935:

	Dec. 28	29	31	Jan. 1	2	3
Chicago.....	31 1/4	31 1/4	31 1/4	Holiday	31 1/4	31 1/4
New York.....	32 1/4	32 1/4	32 1/4	Holiday	32 1/4	32 1/4
Boston.....	33	33	33	Holiday	33 1/4	33 1/4
Phila.....	33 1/4	33 1/4	33 1/4	Holiday	33 1/4	33 1/4
San Fran.....	30 1/2	30 1/2	30	Holiday	31	31

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

	29 1/2	29 1/2	29 1/2	29 1/2	30
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—
Chicago.....	27,005	23,596	24,931	17,556
N. Y.....	43,462	45,067	60,001	30,362
Boston.....	16,325	15,813	9,837	11,806
Phila.....	14,946	14,232	17,113	11,346

Total.....102,338 98,708 112,782 71,130 112,782

Cold storage movement (lbs.):

	In	Out	On hand	Same week day
Jan. 3.	Jan. 4.	Jan. 3.	last year.	
Chicago.....	35,210	755,000	17,234,322	49,983,152
N. Y.....	29,328	139,627	1,418,646	18,811,012
Boston.....	12,895	21,415	629,598	1,950,650
Phila.....	8,040	36,060	456,773	626,201
Total.....	85,473	972,702	19,759,339	69,371,015

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 40 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Sausage Plant Manager Available

Aggressive, alert, competent sausage manufacturing superintendent available soon. Lots of selling and executive experience. Write W-782, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Buyer or Supervisor

Lifetime experience running retail and wholesale meat business doing gross of \$500,000 yearly. Due to depression am looking for opening as buyer or in supervisory capacity; am qualified for either. Location immaterial. W-777, The National Provisioner, 300 Madison Ave., New York.

Superintendent

Want position as superintendent. Practical experience covering beef and pork, killing, cutting, curing, etc. Can produce results with least labor cost. Now employed. Want to change for good reason. Will go anywhere. Can furnish references from past and present employers. W-778, The National Provisioner, 407 S. Dearborn St., Chicago.

Pork Man

Qualified to direct and supervise all pork operations. Have been working foreman over hog killing, hog cutting, sweet pickle and dry salt curing as well as smoked meats. Have been superintendent over all pork operations for eight years for one of large packers. Excellent references. W-779, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Mr. Sausage Manufacturer

Is your sausage business poor, run down, losing money? It will pay you to have me come to your plant at once. Write or wire Otto Peschlow, 3161 Glenmore Ave., Cincinnati, O. Telephone, Montana 3468J.

Do You Plan to Make Dog Food?

If so, you need the right advice to keep out of trouble. Expert with practical experience can establish formulas and methods and start production for you. W-620, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Position Wanted

Working Sausage Foreman

First-class sausage maker with experience manufacturing all kinds of sausage, loaves, and summer sausage, seeks position. Understands work of entire department and can make quality product from any materials economically and profitably. Convince yourself. W-780, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Experienced Salesman

Experienced dry sausage and canned meat salesman acquainted with jobbing, chain store and large retail trade in New York state and Pennsylvania, open for connection February 1. Can offer good reference as to character and sales ability. W-781, The National Provisioner, 300 Madison Ave., New York City.

Superintendent

25 years' operating large and small plants for two large packers. Can handle any position in operating end efficiently; lay out departments and equipment; organize; and have following of efficient men. Go anywhere; prefer West or Pacific coast. Nominal salary. Married, age 48. W-775, The National Provisioner, 407 S. Dearborn St., Chicago.

Sausage Expert

Am qualified to direct and manage all sausage room operations. Expert knowledge of all products, including specialties. Reputation for making quality sausage from any materials. Expert knowledge in figuring costs. Can put your sausage department on money-making basis. W-713, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Will Sell Packinghouse Line

Wanted, good line of packinghouse products for Cincinnati and northern Kentucky territory. I have experience, know trade and am capable of handling orders of any quantity. Can meet all requirements of seller. W-769, The National Provisioner, 407 S. Dearborn St., Chicago.

Sausagemaker

First-class sausage maker with ability to turn out complete line of sausage products, meat specialties, loaves, fancy cured meats, etc., seeks position. Will go anywhere. At liberty now. Write, Spivey, 146th and School Sts., Riverdale Station, Chicago, Ill.

Equip. Wanted & for Sale

Dry Rendering Tank

Wanted, one used small size dry rendering tank and press for same. Must be in good condition. W-776, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Reconstructed Sausage Mch.

No. 43 "Buffalo" silent cutter and motor; No. 38 "Buffalo" silent cutter and motor; 1,000-lb. "Buffalo" mixer and motor; 400-lb. stuffer; No. 66-B "Buffalo" grinder with tight and loose pulleys. All second-hand reconstructed machinery in good condition. FS-770, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Meat Saw

For sale cheap, one Cleveland meat saw. Never used. FS-773, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Machinery Bargains

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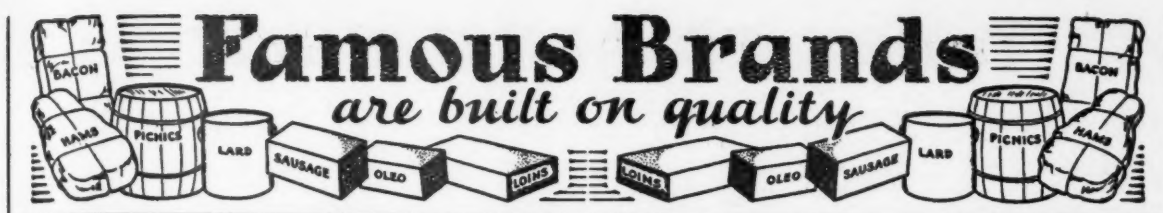
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††Once a month.

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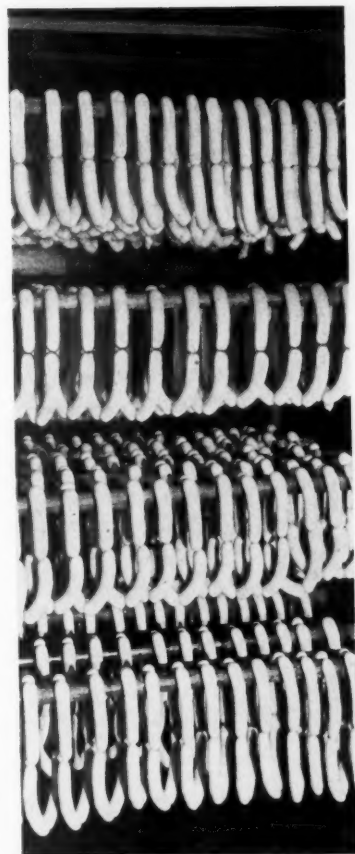
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